Department of Agriculture

Foreign Agricultural Service

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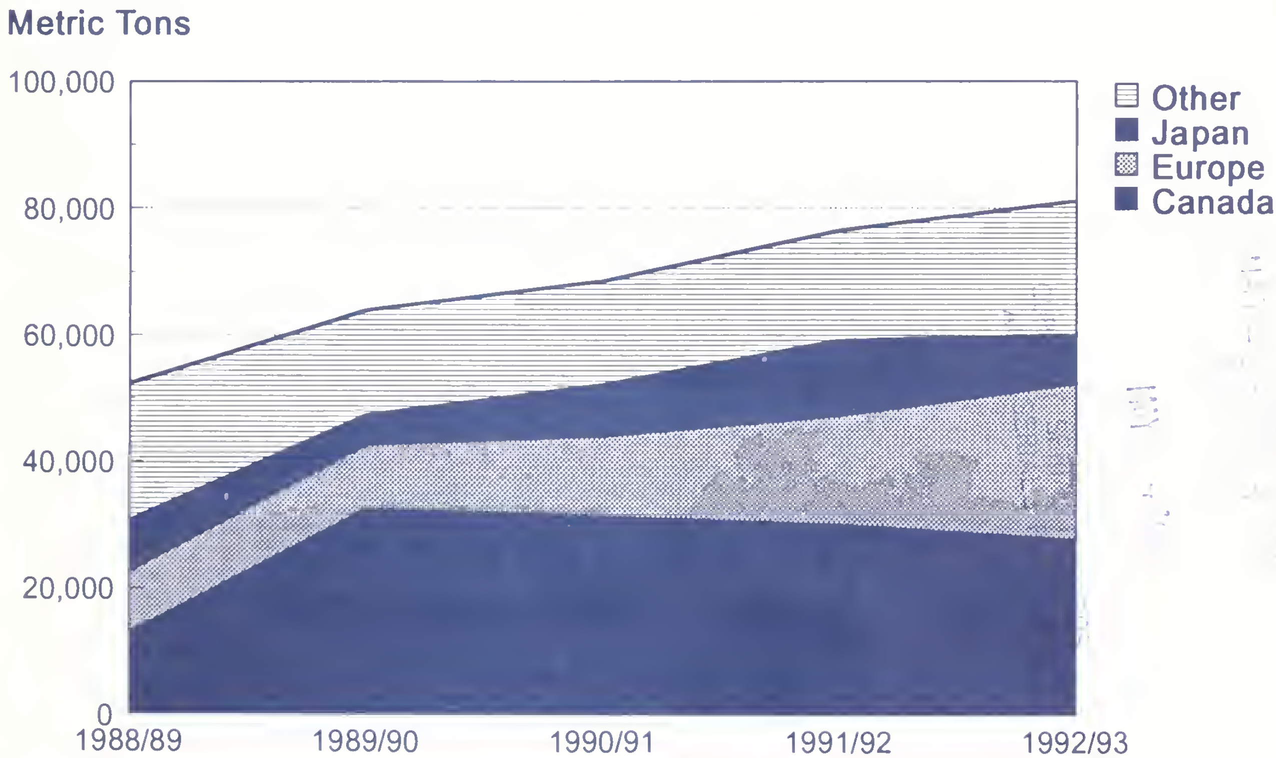
World Horticultural Trade & U.S. Export Opportunities

Total U.S. Exports of Orange Juice Reached Record Level In 1992/93



Source: U.S. Bureau of the Census
Marketing Year: December to November

U.S. exports of orange juice in marketing year 1992/93 reached a record 81,153 metric tons, 65 degrees brix, valued at $208 million. About 75 percent of these exports went to Canada, the European Union, and Japan. The European Union (EU) has become the growth market for U.S. shipments of orange juice. Lower prices, increased promotion efforts, and awareness of the good quality of U.S. product are the reasons for higher exports to the EU. U.S. orange juice exports are forecast to continue to increase in 1993/94.

Approved by the World Agricultural Outlook Board - USDA

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ANALYSIS

Casey Bean	202-720-4620	Fresh deciduous fruit, apple juice, olives, and Asia-specific issues
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Craig Jenkins	202-720-6086	Canada-specific issues, berries, and PL-480
Ross Kreamer	202-720-9903	Canned deciduous fruit, kiwifruit, beer, hops, NAFTA, and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, tropical fruit, avocados, nursery products, cut flowers, and South American-specific issues
Katherine Nishiura	202-720-0911	Wine, table grapes, brandy, tree nuts, and EC-specific issues
Samuel Rosa	202-720-9792	Fresh citrus, fruit juices, honey, and CBI-specific issues
Joe Somers	202-720-2974	Situation and outlook group leader, fresh and processed citrus, and FAO citrus liaison
Mark Thompson	202-720-6877	Circular editor, fresh and processed potatoes, dried fruit, trade forecasts, and cross-commodity issues

MARKETING

Laura Davis	202-720-2252	Apples, strawberries, blueberries, and fresh tomatoes
Ted Goldammer	202-720-8498	Wine, brandy, and almonds
Jean Harman	202-720-0897	Fresh and canned pears, canned peaches, fresh cherries, honey, hops, and potatoes
Stacey Peckins	202-690-1341	Nursery products, avocados, pistachios, papaya, and canned tomatoes
Elise Pinkow	202-690-1341	Table grapes, concord grapes, peaches, pears, plums, and cranberries
Steve Shnitzler	202-720-8495	Walnuts, kiwifruit, ginseng, asparagus, tart cherries, and processed corn
Robert B. Tisch	202-720-0898	Citrus, raisins, and prunes

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Export Summary

Horticultural exports in November 1993 continued to increase, with the total to all destinations at $664 million, up 10 percent over November 1992. Increases in exports of fresh citrus and non-citrus fruit, dried fruit, juices, potatoes, preserved vegetables, frozen vegetables, dried vegetables, tree nuts, nursery products, and cut flowers exceeded declines in exports of frozen fruit, preserved fruit, fresh vegetables, wine, hops, and ginseng. Tree nut exports had the largest increase, from $88 to $118 million, up 34 percent. Ginseng exports suffered a steep decline, from nearly $33 million to $15 million, a drop of 53 percent. Hop exports also declined sharply, off 52 percent from nearly $17 million in November 1992 to $8 million in November 1993. During the first two months (October-November) of fiscal 1994, the total value of U.S. horticultural exports was $1.417 billion, 5 percent above the same period a year earlier.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
NOV 93

NAME	QUANTITY					VALUE (1,000 DOLLARS)				
GROUP & COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR, FRUIT CITRUS MT										
GRAPEFRUIT	32,207	40,415	70,865	62,641	444,767	16,864	21,062	39,677	34,467	222,290
LEMONS	11,033	12,302	25,530	26,288	127,336	7,082	10,978	17,356	27,489	99,698
ORANGES, INCL TMPLS	31,538	24,844	53,934	40,991	562,596	16,175	15,442	26,757	26,098	279,503
OTHER CITRUS	3,859	3,837	4,775	4,531	19,313	3,331	3,774	4,285	4,406	16,507
Subtotal:----	78,639	81,401	155,105	134,451	1,154,014	43,455	51,256	88,077	92,462	618,001
FR, FRT, NON-CIT MT										
APPLES	50,263	58,937	107,859	111,368	487,808	32,288	37,225	69,008	70,863	297,141
AVOCADOS	144	481	312	1,063	14,185	162	537	488	1,111	14,223
CHERRIES SWT & TRT	33	11	106	22	25,747	44	36	279	57	111,252
GRAPES	19,740	27,662	55,874	68,859	184,774	24,165	35,201	61,379	77,300	215,189
KIWIFRUIT	914	716	1,162	946	8,359	1,245	1,003	1,629	1,319	12,071
MELONS	4,640	4,459	14,269	14,215	196,473	2,677	2,597	7,246	7,136	74,192
PAPAYA	635	654	1,289	1,262	7,596	1,235	1,242	2,394	2,385	14,151
PEACHES & NCTRNS	220	163	2,071	1,239	63,998	134	105	1,411	899	57,507
PEARS	14,089	14,494	27,625	31,073	98,815	8,046	8,434	16,409	17,802	60,258
PLUMS/PRUNES	673	0	4,526	2,445	56,959	532	0	3,531	1,942	52,120
STRAWBERRIES	797	1,579	3,920	4,705	45,415	3,081	4,714	11,343	12,932	77,412
OTHER NON-CITRUS	3,426	4,796	9,298	13,566	53,452	3,684	4,256	9,461	11,784	53,860
Subtotal:----	95,579	113,957	228,317	250,768	1,243,586	77,299	95,354	184,583	205,535	1,039,381
CND/PREP FRUIT MT										
CHERRIES TRT CND	717	398	1,516	929	7,322	1,312	716	2,557	1,662	12,632
FRUIT MIXTURES	4,026	2,353	7,422	5,138	35,007	3,999	2,870	7,617	6,125	39,597
MARACHINO CHRY	351	459	921	910	4,912	655	866	1,713	1,689	9,706
PEACHES CANNED	1,662	1,600	3,579	3,577	21,390	1,620	1,429	3,500	3,368	20,960
PINEAPPLE CANNED	325	164	748	941	4,295	326	143	703	839	3,931
FRT PREP/PRES	5,764	5,154	12,226	10,775	61,466	7,083	6,067	14,981	12,767	75,437
OTHER CANNED FR	1,770	2,025	5,333	4,506	32,246	1,891	2,116	5,237	4,557	30,629
Subtotal:----	14,619	12,158	31,749	26,779	166,641	16,889	14,210	36,310	31,010	192,895
DRIED FRUIT MT										
PRUNES, DRIED	7,702	5,831	19,318	13,073	84,752	11,468	13,312	29,359	29,367	137,529
RAISINS, DRIED	7,941	10,541	22,968	23,202	121,529	11,250	17,052	32,066	36,893	180,885
OTHER DRIED FRUIT	2,381	2,459	4,986	4,924	19,865	5,770	6,305	12,720	13,184	49,237
Subtotal:----	18,025	18,832	47,272	41,200	226,148	28,490	36,671	74,146	79,444	367,651
FROZEN FRUIT MT										
BLUEBERRIES, FZN	578	225	1,459	649	8,600	965	430	2,439	1,077	15,058
STRAWBERRIES, FZN	856	1,469	2,042	2,967	16,017	1,099	2,034	2,565	4,016	20,864
OTHER FZN FRUIT	1,818	953	3,478	2,214	16,231	2,532	1,735	5,226	3,703	23,726
Subtotal:----	3,252	2,647	6,979	5,831	40,849	4,596	4,201	10,230	8,797	59,649
FRT&VEG JUICE (SSE) KL										
GRAPEFRUIT JU CNC	3,202	796	6,694	3,604	60,686	2,182	1,152	4,509	2,887	36,980
ORANGE JU NT CNC	7,535	8,204	15,727	16,113	92,328	5,634	5,794	12,097	11,357	68,746
ORANGE JUICE CNC	21,499	12,536	43,880	33,286	349,883	9,109	8,905	18,143	17,490	140,737
OTHER JUICES	23,998	21,248	59,990	60,687	363,216	13,395	15,851	31,541	37,741	214,146
Subtotal:----	56,235	42,786	126,291	113,692	866,115	30,321	31,704	66,292	69,477	460,611
VEGETABLES FR MT										
ASPARAGUS, FR, CHLD	203	187	367	349	21,288	456	440	857	812	62,514
BROCCOLI	8,641	8,840	14,615	16,337	102,948	5,591	5,033	10,236	9,997	69,469
CAULIFLOWER	5,330	7,053	10,807	13,237	70,346	3,901	4,168	7,441	8,351	49,628
CELERY	11,093	11,022	17,864	18,173	115,257	3,705	3,549	6,121	6,260	51,058
LETTUCE, FR, CH.	29,700	29,122	60,356	57,944	315,002	11,615	11,569	25,160	23,957	154,873
ONIONS, FR	16,159	12,218	34,269	27,800	183,005	5,860	5,063	12,096	10,111	71,840
PEPPERS	8,581	5,378	13,656	9,874	60,961	5,230	4,914	8,603	8,708	48,485
TOMATOES, FR, CH.	16,393	12,510	29,409	25,837	167,332	14,886	10,789	27,067	18,704	133,834
OTHER VEG, FR.	35,211	35,847	71,937	74,912	638,995	26,074	28,784	53,121	56,245	355,598
Subtotal:----	131,314	122,182	253,284	244,467	1,675,138	77,322	74,313	150,706	143,149	997,304
VEGETABLES CANNED MT										
CATSUP & CHILI SA	1,753	1,794	3,927	3,996	23,641	1,494	1,692	3,225	3,647	18,526
SWEET CORN CANNED	17,335	14,112	35,137	28,148	176,881	12,756	11,225	25,535	22,087	132,161
TOMATO PASTE	6,132	6,158	13,940	14,296	73,238	4,591	5,019	10,475	12,019	59,815
TOMATO SAUCE	4,838	7,207	9,589	13,910	68,893	4,947	7,381	9,357	14,168	65,694
OTHER CANNED VEG.	16,645	20,762	36,001	39,056	229,781	21,090	25,772	47,097	48,457	278,154
Subtotal:----	46,705	50,035	98,596	99,408	572,436	44,880	51,091	95,691	100,381	554,351
FROZEN VEGETABLES MT										
FROZEN FRENCH FRY	17,735	20,602	35,794	40,269	211,387	12,430	14,553	25,268	28,328	149,434
FZN SWT CORN	5,955	5,611	12,327	12,614	62,107	4,863	4,845	10,054	10,921	50,528
OTHER POT. FZN	1,393	1,971	2,675	4,111	18,656	1,181	1,640	2,202	3,320	14,968
OTHER FZN VEG	5,354	5,484	9,581	10,591	60,509	4,996	5,229	9,122	9,828	57,313
Subtotal:----	30,437	33,670	60,378	67,585	352,660	23,472	26,268	46,648	52,399	272,244
DEHYD VEGETABLES MT										
GARLIC DEHY	491	785	1,043	1,344	7,478	1,190	1,912	2,540	3,270	18,182
ONIONS DEHY	1,687	2,098	3,614	4,452	23,183	3,870	4,896	8,486	9,758	53,986
POTATO DEHYD	3,250	3,308	5,928	6,763	34,315	2,912	3,507	5,247	6,871	35,043
OTHER DEHY VEG.	3,342	1,878	6,693	3,762	32,937	4,822	5,209	9,410	9,408	49,325
Subtotal:----	8,771	8,071	17,279	16,322	97,915	12,794	15,525	25,685	29,309	156,537
TREE NUTS MT										
ALMND SH/PREP	12,732	13,795	36,266	34,371	161,466	42,397	63,179	120,413	154,171	565,786
ALMONDS, UNSHLD	2,052	1,575	4,659	3,368	15,878	3,598	3,727	8,355	8,584	32,772
PISTACHIO, UNSHLD	1,939	1,126	3,567	1,966	12,840	6,804	3,110	12,568	6,041	42,591
WALNUTS, SHLD	2,499	4,424	8,409	7,746	16,909	7,859	12,417	23,705	24,561	58,735
WALNUTS, UNSHLD	3,829	7,757	27,357	34,347	33,152	7,794	14,295	54,934	66,091	67,492
OTHER NUTS	7,188	7,651	14,429	14,721	57,568	20,688	22,076	40,776	41,679	168,454
Subtotal:----	30,244	36,330	94,689	96,522	297,816	89,143	118,805	260,754	301,129	935,834
NURSERY PRODUCTS NONE										
CUT FLOWERS	0	0	0	0	0	2,565	3,355	5,697	6,696	38,122
OTHER NURSERY	0	0	0	0	0	11,764	12,745	25,140	23,723	172,239
Subtotal:----	0	0	0	0	0	14,330	16,100	30,837	30,419	210,362
HOPS & PRODUCTS MT										
HOP EXTRACT	606	296	1,033	833	4,027	8,799	5,359	19,223	13,979	66,837
HOP PELLETS	908	291	1,326	567	5,116	4,912	1,970	8,417	3,538	30,931
HOPS, NSFP	495	68	818	370	2,521	3,047	759	5,098	2,409	15,507
Subtotal:----	2,010	656	3,178	1,771	11,665	16,759	8,089	32,739	19,927	113,275
WINE KL										
GRAPE WINES	10,219	8,436	20,027	19,877	117,688	14,673	12,715	29,229	29,580	165,337
OTHER WINE PRODUCTS	1,108	2,272	4,557	3,512	14,839	672	1,071	1,925	2,080	11,242
Subtotal:----	11,328	10,708	24,585	23,390	132,527	15,346	13,787	31,154	31,660	176,580
MISCELLANEOUS KL										
BEER & BEVERAGES	36,599	27,122	66,643	60,890	414,388	23,508	15,944	42,307	35,959	259,492
EDIBLE PREPARATIONS	8,788	11,741	18,466	24,133	124,809	28,642	42,243	62,898	83,052	450,622
GINSENG	285	148	513	408	894	32,629	15,263	58,598	37,930	104,376
POTATO CHIPS	4,306	5,232	8,923	9,729	47,774	10,165	14,405	20,237	27,680	118,430
OTHER MISC.	0	0	0	0	0	16,029	19,157	32,324	37,651	211,147
Subtotal:----	49,979	44,244	94,548	95,163	587,867	110,975	107,014	216,366	222,274	1,144,069
Grand Total:						606,076	664,395	1,350,225	1,417,378	7,298,750

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
NOV 93

NAME		QUANTITY					VALUE (1,000 DOLLARS)				
GROUP & COMMODITY		CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT	MT										
APPLES		5,847	2,994	15,083	9,238	119,770	1,979	1,845	4,303	3,730	70,726
AVOCADO		6,994	2,133	14,343	3,467	18,470	5,227	1,291	10,599	2,030	12,899
BANANA		308,845	304,019	606,588	595,893	3,536,585	83,823	80,310	167,705	159,554	1,004,787
CANTELOUPE		19,441	11,996	23,126	13,087	213,007	6,044	4,382	7,587	4,699	67,635
GRAPE		569	656	1,726	776	325,134	564	719	966	806	261,626
KIWIFRUIT		109	456	605	775	24,791	111	491	850	790	16,602
MANGO		600	1,298	727	1,901	110,290	473	1,860	594	3,003	84,344
PEACH		500	666	541	666	41,376	325	455	346	455	26,410
PEAR		515	661	1,408	1,399	64,825	985	2,200	3,442	3,470	32,038
PINEAPPLE		9,978	10,089	18,743	18,797	124,177	3,533	3,522	7,160	6,636	46,139
STRAWBERRY		919	714	959	842	14,470	2,423	1,537	2,600	1,885	22,158
OTHER MELON		9,073	8,782	11,842	11,668	114,510	3,627	3,463	4,447	4,428	41,350
OTHER FRUIT		32,024	31,102	76,099	70,403	512,714	13,303	13,096	32,868	30,958	205,691
Subtotal:----		395,421	375,573	771,796	728,919	5,220,125	122,423	115,177	243,473	222,450	1,892,412
DRIED FRUIT	MT										
DRD APRICOT		1,845	1,217	3,211	1,985	11,053	4,379	2,938	7,732	4,919	25,135
DRD FIG & PASTE		914	1,419	1,541	2,296	8,786	1,632	2,053	3,264	3,475	10,808
OTHER DRD FRUIT		2,000	1,869	3,816	4,432	29,643	2,925	2,712	5,158	6,762	36,546
Subtotal:----		4,760	4,505	8,569	8,714	49,483	8,937	7,704	16,155	15,157	72,490
FROZEN FRUIT	MT										
FZN BLUEBERRIES		300	283	721	898	5,677	589	411	1,481	1,306	9,926
FZN STR		338	139	692	475	19,937	541	308	961	793	21,271
OTHER FZN FRUIT		1,754	1,622	3,277	5,869	32,037	1,812	1,997	3,848	5,653	34,039
Subtotal:----		2,393	2,045	4,692	7,244	57,651	2,943	2,718	6,290	7,753	65,236
CANNED/PREP FRUIT	MT										
CANNED OLIVES		10,271	6,831	19,408	15,071	74,492	20,520	13,635	38,808	29,742	153,316
CANNED ORANGES		2,583	3,560	5,300	6,171	41,806	2,699	2,979	5,709	5,228	39,502
CANNED PEACH		3,499	2,460	7,771	5,364	23,011	2,631	1,331	5,604	2,953	15,375
CANNED PINEAPPLE		21,075	19,958	41,319	44,963	344,866	13,215	11,384	26,215	24,871	212,896
MIXED FRUIT		1,771	2,123	3,179	4,050	33,405	1,822	1,891	3,245	3,595	29,875
PREP/PRES FRUIT		4,852	5,436	9,834	10,338	58,233	5,567	5,760	11,187	11,436	66,860
OTHER CANNED FRUIT		3,276	4,418	6,967	8,945	47,278	4,885	5,759	9,726	11,722	60,772
Subtotal:----		47,331	44,789	93,782	94,906	623,093	51,341	42,742	100,496	89,549	578,600
FRT&VEG JUICE (SSE)	KL										
APPLEPEAR JU		84,079	80,007	148,410	170,170	946,807	25,912	16,110	47,134	34,708	243,682
FCOJ		117,039	182,465	254,158	359,079	1,122,350	21,119	37,009	47,721	72,212	191,591
GRAPE JU		8,421	8,365	20,667	11,704	148,404	3,321	2,437	8,214	3,689	52,117
PINAP JU		20,704	20,995	37,106	46,278	339,270	5,447	4,989	9,245	10,178	77,767
OTHER FRUIT JU		7,787	10,470	16,101	23,076	149,384	4,699	7,386	9,480	15,304	77,630
Subtotal:----		238,033	302,305	476,443	610,308	2,706,217	60,499	67,932	121,795	136,093	642,789
FRESH VEGETABLES	MT										
GARLIC		202	3,749	549	7,509	29,171	227	1,465	496	3,549	23,144
ASPARAGUS		1,929	2,407	3,503	4,680	29,852	2,345	3,209	4,319	5,941	39,213
BELL PEPPER		3,333	6,590	6,193	11,071	121,859	5,355	9,431	9,999	15,611	129,247
CARROTS		8,362	10,739	16,399	19,451	51,431	2,025	2,337	3,775	4,306	14,066
CHILI PEPPER		2,618	1,654	4,958	3,230	36,933	3,401	2,338	4,826	3,550	48,709
CUCUMBER		20,903	17,494	25,401	20,308	238,841	8,028	4,239	9,945	5,363	85,192
ONIONS		10,120	15,175	17,121	24,580	218,400	8,101	8,772	15,171	14,357	104,818
POTATO, INCL SD		18,794	29,700	33,751	51,239	302,186	2,985	6,477	5,316	10,866	49,596
SQUASH		7,474	9,722	10,127	11,810	95,290	5,047	4,808	6,655	6,511	87,590
TOMATOES		8,207	19,135	16,045	38,890	380,911	6,519	9,562	11,007	22,322	307,454
OTHER FRESH VEGETAB		18,773	20,873	34,932	36,644	285,285	10,588	11,618	18,958	19,431	156,317
Subtotal:----		100,721	137,245	168,985	229,416	1,790,165	54,627	64,260	90,473	111,811	1,045,351
CANNED/DEHYD VEGET	MT										
CND ARTICHOKE		1,095	441	2,427	1,422	20,456	1,849	732	4,083	2,296	32,256
CANNED BAMBOO		3,087	3,053	7,051	7,079	28,680	2,723	2,298	6,045	5,249	24,939
CND MSHROOMS		4,207	3,510	9,270	6,839	47,213	9,176	7,822	20,234	15,515	100,977
CND PIMIENTO		651	587	1,135	1,160	6,172	1,179	769	2,091	1,426	8,532
CND TOM		3,604	3,211	9,817	7,526	45,500	1,405	1,102	3,588	2,539	17,799
CANNED WATERCHESTNU		2,506	1,472	5,939	4,269	39,558	1,592	1,137	3,964	3,204	27,926
TOMATO PASTE & SAUC		2,481	1,644	4,725	2,875	40,209	1,497	862	2,793	1,700	27,282
DRIED MUSHROOMS		106	75	196	170	1,817	1,389	1,251	3,022	2,578	22,462
DRIED TOMATOES		333	532	1,145	1,449	6,491	1,423	1,927	4,863	5,294	25,842
OTHER DEHYD VEGETAB		5,721	7,407	10,844	16,889	89,437	4,702	4,672	8,972	9,715	61,180
OTHER CND VEG		17,840	16,817	36,135	34,783	197,571	17,644	18,447	35,816	37,806	208,971
Subtotal:----		41,636	38,756	88,688	84,467	523,108	44,584	41,023	95,477	87,327	558,172
FROZEN VEGETABLES	MT										
BROCCOLI FZN		16,709	10,557	31,684	19,140	170,431	11,430	7,581	22,055	13,278	113,224
CAULIFLOWER FZN		4,299	5,723	7,334	9,004	22,290	3,153	4,641	5,489	7,344	15,842
POTATO FZN		8,159	9,767	17,760	21,027	125,895	4,574	5,440	9,817	11,620	69,284
OTHER VEG FZN		67,236	109,672	190,809	215,925	1,671,650	7,220	7,495	14,030	14,589	88,516
Subtotal:----		96,405	135,720	247,588	265,097	1,990,268	26,377	25,158	51,392	46,834	286,869
TREE NUTS	MT										
BRAZILS TOT		1,075	977	1,780	1,772	10,429	1,402	2,046	2,587	3,926	15,171
CASHEWS TOT		5,819	4,374	12,539	9,661	64,377	23,125	18,034	50,937	39,634	260,328
COCONUT		5,157	5,457	11,140	12,702	59,768	4,216	4,216	9,466	10,352	49,330
PECANS		5,424	1,197	8,391	2,080	20,305	18,375	5,340	28,310	7,946	88,874
OTHER NUTS		3,723	3,383	5,644	5,607	21,106	10,189	10,762	17,625	18,336	73,209
Subtotal:----		21,201	15,390	39,496	31,825	175,987	57,309	40,400	108,928	80,196	486,914
NURSERY PRODUCTS	M										
CARNATIONS		81,275	90,181	142,103	154,794	920,969	7,055	8,156	12,516	14,577	82,772
CHRISTMAS TREES		1,482	1,525	1,494	1,530	1,995	13,097	13,171	13,128	13,192	17,286
CHRYSANTHEMUMS		15,177	35,995	28,362	53,481	159,073	5,765	5,967	10,972	12,019	66,054
ROSES		30,621	42,790	77,755	98,896	584,669	5,123	6,654	12,372	15,941	102,915
TULIP BULBS		7,211	7,039	62,564	60,964	284,022	805	765	7,554	7,427	32,959
OTHER CUT FLRS		0	0	0	0	0	8,140	9,037	16,774	18,720	106,414
OTH NURS PROD		0	0	0	0	0	16,784	19,089	38,728	41,534	215,556
Subtotal:----		135,768	177,532	312,280	369,667	1,950,730	56,772	62,843	112,047	123,414	623,959
HOPS & PRODUCTS	MT										
HOPS & PELLETS		231	385	331	517	3,982	1,204	1,950	1,495	2,337	22,237
OTHER HOP PRODS		0	0	0	2	134	0	2	0	16	933
Subtotal:----		231	385	331	519	4,116	1,204	1,952	1,495	2,354	23,171
WINE	KL										
RED WINE		10,545	11,478	18,933	21,831	98,370	39,200	41,475	68,531	77,880	379,584
SPARKLING WINE		5,177	5,557	10,304	10,906	29,680	40,695	46,547	79,559	89,908	251,670
WHITE WINE		13,065	9,734	21,259	20,293	92,358	46,367	29,666	72,159	60,587	279,901
OTHER WN PROD		2,344	2,365	4,724	5,213	23,752	6,220	6,441	11,728	15,009	60,012
Subtotal:----		31,133	29,136	55,223	58,244	244,162	132,483	124,130	231,979	243,385	971,169
MISCELLANEOUS	KL										
BEER & BEVERAGES		80,551	101,090	168,234	202,300	1,119,446	68,767	82,696	145,313	166,535	952,084
OTHER MISC.		0	0	0	0	0	56,375	65,630	118,393	128,789	720,413
Subtotal:----		80,551	101,090	168,234	202,300	1,119,446	125,143	148,327	263,706	295,325	1,672,498
Grand Total:							744,648	744,371	1,443,712	1,461,654	8,919,637

Export News and Opportunities

Transition to NAFTA: rolling ahead for horticultural products.

Almost one month after the implementation of NAFTA, U.S. horticultural exporters appear to be having relatively few problems getting their products into Mexico. The most commonly cited difficulty thus far has been the requirement for certificates of origin, without which a U.S. product must enter Mexico at the pre-NAFTA rate of duty. A few complaints have also been registered about specific Mexican ports of entry not having the new NAFTA tariff schedules on hand, as well as some attempts to apply licensing restrictions no longer valid under NAFTA. In the main, most trade appears to be going smoothly in this transition period.

As part of NAFTA, Mexico's duties on shipments of various U.S. items including raisins, lemons, tree nuts, and numerous categories of fresh vegetables were eliminated on January 1, 1994. The following table presents 5-year shipment data for selected Schedule "A" items and shows the development of trade for both the United States and Mexico (see FHORT 1-94, pages 7-9 for an expanded list of schedule "A" line items). Obviously there are many other categories of horticultural products which fall under Schedules "B" (five year),"C" (10 year) and "C+" (15 year), and are therefore slated for gradual tariff reductions over the next several years. In an effort to address this discrepancy, NAFTA provides for the possibility of accelerated elimination of tariffs for commodities under the other schedules. Reportedly, various U.S. exporters have already filed petitions with the office of the U.S. Trade Representative for consideration under this provision. Among the product groups filing for review are pears, peaches, grapes, canned peaches, and wine. Petitions may request acceleration of reductions by one or all parties and will be pursued on a reciprocal basis with either Mexico and/or Canada. However, consultations will be trinational. This provision will help to focus attention on many groups of U.S. commodities that otherwise will face higher duties in our NAFTA markets.

United States & Mexico: Bilateral Imports of Selected Horticultural Commodities
Schedule "A" Items for which Tariffs were eliminated on January 1, 1994
(U.S. Fiscal Years 1989-1993; Value in $1,000)

Commodity Country	(HS Code)	1989	1990	1991	1992	1993
FRESH & PROCESSED FRUIT						
Grapes	(080610)					
U.S.		31,547	18,925	53,919	76,144	55,210
Mexico		657	1,391	2,086	2,915	2,177
Raisins	(080620)					
U.S.		2,842	3,214	3,186	2,487	3,204
Mexico		518	3,335	405	640	469
Cherry	(080920)					
U.S.		0	0	0	0	0
Mexico		80	157	318	95	94

Commodity Country	(HS Code)	1989	1990	1991	1992	1993
Strawberry	(081010)					
U.S.		12,296	13,210	15,357	11,042	18,369
Mexico		314	195	480	1,023	1,643
Cantaloupe	(080710)					
U.S.		49,650	49,425	52,404	35,553	21,181
Mexico		60	109	549	832	548
Guava/Mangoes	(080450)					
U.S.		37,040	52,335	55,348	34,762	71,846
Mexico		2	0	0	0	91
FRESH CITRUS						
Lemons	(080530)					
U.S.		3,741	6,658	11,348	15,367	29,445
Mexico		194	379	374	8	251
Oranges 1/	(080510)					
U.S.		135	979	16,168	1,484	483
Mexico		768	1,084	189	59	42
Mandarins 2/	(080520)					
U.S.		447	3,163	4,353	3,458	3,714
Mexico		10	35	7	7	3
Grapefruit 3/	(080540)					
U.S.		3	11	243	309	0
Mexico		131	62	21	21	0
FRESH VEGETABLES						
Onions/Shallots	(07031030)					
U.S.		2	0	0	20	5
Mexico		241	1,255	6,811	6,095	6,759
Garlic	(070320)					
U.S.		5,492	5,460	12,738	11,188	11,055
Mexico		158	1,502	1,531	1,642	1,838
Head Lettuce 4/	(0705112)					
U.S.		1	0	65	72	59
Mexico		570	2,219	2,973	4,400	5,695
Lettuce, other	(0705194)					
U.S.		3	0	18	12	37
Mexico		240	588	509	1,311	1,562

Commodity Country	(HS Code)	1989	1990	1991	1992	1993
Peppers 5/	(070960)					
U.S.		71,377	133,993	105,952	109,276	134,106
Mexico		105	157	692	1,391	1,890
Celery 6/	(07094040)					
U.S.		320	358	1,217	12	1,030
Mexico		381	155	465	410	921
TREE NUTS						
Almonds, in shell	(080211)					
U.S.		0	0	0	0	0
Mexico		1,154	982	911	1,561	628
Almonds, shelled	(080212)					
U.S.		0	0	0	0	0
Mexico		625	1,911	2,903	2,938	5,156
Pecans, in shell	(08029010)					
U.S.		28	12,414	30,186	23,790	32,421
Mexico		1,374	3,512	9,229	15,392	10,394
Pecans, shelled	(08029015)					
U.S.		1,293	10,207	21,570	21,345	49,428
Mexico		307	208	85	226	129
Walnuts, in shell	(0802310)					
U.S.		0	0	0	0	0
Mexico		27	105	105	228	1,379
Pistachios, in shell	(080250)					
U.S.		29	202	0	17	0
Mexico		538	695	210	1,142	1,616

Source: "NAFTA" Side-by-Side Tariff Schedule," FAS/ITP, 1992; NAFTA Annex 302.2 Schedule of the United States, U.S. Government Printing Office, 1993.
Note: Values are FOB, reported by U.S. Bureau of the Census for FY 1989-1993; therefore, Mexico "imports" in this table are U.S. exports to Mexico and may not correspond with actual GOM data.
1/ Schedule "A" for delivery June 1 - November 30 only.
2/ The U.S. does not offer reciprocal "A" treatment for mandarins/tangerines.
3/ Schedule "A" for delivery August 1 - September 30 only.
4/ Schedule "A" for delivery June 1 - October 31 only.
5/ For Mexico, schedule "A" for "bell peppers"; for the United States, schedule "A" on chili peppers August 1 - September 30.
6/ Schedule "A" for delivery April 15 - September 30.

Algeria relaxes import controls on certain horticultural products.

According to a recent report by the U.S. Agricultural Attache, the Government of Algeria has relaxed import controls, originally imposed in October 1992, on a number of agricultural products. Horticultural items which can now be imported, subject to applicable tariffs, are: fresh and frozen potatoes, prunes, raisins, and shelled/unshelled fruits, fresh or dried (with the exception of exotic fruits such as kiwi and bananas). The Agricultural Attache notes that, in particular, good market opportunities are believed to exist in Algeria for U.S. dried fruits.

U.S. horticultural imports remain flat.

Horticultural imports in November 1993 were nearly flat at $744 million, slightly less than the November 1992 figure.

Import performance was mixed by product category. A drop in banana and strawberry imports led an overall decline in fresh fruit imports. Apple juice concentrate imports were also off. Tree nut, canned fruit, and wine imports were down as well. With fresh vegetables, potato, tomato, and pepper imports led an overall increase in this group, to $64 million, up from $55 million in November 1992. Frozen concentrated orange juice imports were up significantly to $37 million, an increase of 76 percent over November 1992.

China has reduced the tariffs on many horticultural products.

Effective January 1, 1994, China has reduced the tariff on many horticultural products. While tariffs remain very high on items like alcoholic beverages (still at 150 percent), many fresh and processed horticultural products have had substantial tariff reductions.

While tariffs have been lowered, substantial non-tariff barriers still remain for many products. Phytosanitary restrictions for some fresh fruit items like citrus, pears, and quinces are still in place. These barriers will have to be addressed and overcome before the benefits from the reduced duties will be realized.

Shown below are the horticultural products that had tariffs reduced:

Product	Old Tariff	New Tariff
<u>Fresh non-citrus fruit</u>		
Apples	80	40
Pears	80	40
Quinces	80	20
Pineapples	60	25
Avocadoes	60	30
Mangoes	60	30
<u>Fresh citrus fruit</u>		
Oranges	80	52
Tangerines	80	52
Lemons	80	40
Grapefruit	80	40
Other citrus	80	52
<u>Tree nuts</u>		
Coconuts	60	20
Brazil nuts	60	20
Mixtures of dried fruit and nuts	50	25
<u>Processed products</u>		
Soy sauce	70	35
Tomato ketchup	70	35
Mustard	50	25
Mayonnaise and other sauces	70	35

U.S. grape shipments to Mexico are expected to rise sharply, brightening an already positive export picture.

U.S. table grape exporters have reaped big dividends under the terms of a negotiated agreement between the United States and Mexico. The agreement provided increased market access for the last quarter of 1993. As a result, Mexican imports of U.S. grapes increased significantly. U.S. grape exports to Mexico through November of the current marketing year (May/April) totaled 7,495 tons ($7.3 million), compared to 1,484 tons ($1.3 million) during the same period in the preceding marketing year. Based on statistics through November of MY 1993/94, Mexico has moved up to become the 4th largest export market for U.S. grapes. By comparison, during the same period of MY 1992/93, Mexico ranked 13th as an export market for U.S. grapes. With the January 1 implementation of NAFTA, the U.S. table grape industry expects Mexico to become a major export market as access constraints are eliminated and the current 18 percent tariff applied during the period June 1 through October 14 is phased out over the next nine years (there is zero duty for the period October 15-May 31). Overall, U.S. table grape exports to all destinations during the first 7 months of MY 1993/94 were valued at nearly $208 million, up 15 percent from the May-November period in the preceding marketing year.

GSM-102 registrations continue to hop.

Hop sales to Mexico valued at $1.4 million were the only recorded horticultural activity under the GSM-102 credit guarantee program since last month's report. Mexico has exhausted its allocation for hops and is reportedly seeking an additional tranche to cover anticipated purchases during the balance of FY 1994. Last year Mexico utilized only $2.3 million of a total $10 million allocated for hops under the program.

FY 1994 GSM-102 Credit Guarantee Coverage 1/

Country/ Commodity	Announced Allocations FY 1994 ($1,000)	Exporter Applications Approved ($1,000)	Balance ($1,000)
Colombia			
Fresh fruits 2/	500	0	500
Tree nuts	500	0	500
Indonesia			
Potatoes 3/	2,000	0	2,000
Mexico			
Almonds	1,000	0	1,000
Fresh fruits 2/	1,000	0	1,000
Hops	2,000	2,000	0
Tunisia			
Almonds/Walnuts	500	0	500
Turkey			
Potatoes 3/	5,000	0	5,000
Venezuela			
Fresh Fruits 4/	2,000	0	2,000

1/ Coverage through January 7, 1994.
2/ Apples, pears, plums, peaches, nectarines, and strawberries.
3/ Cut for french fries.
4/ Apples, pears, plums, grapes, cherries, and peaches.

In the first nine months of 1993, Swedish imports of U.S. still wines increased 60 percent in value and 22 percent in volume over levels for the same period in 1992.

Swedish Customs data indicate the value of still wine imports from the United States through the first three-quarters of 1993 topped SEK 40 million, while the volume of imports expanded to almost 4.9 million liters. Total Swedish still wine imports increased 36 percent in value terms, but were down over 8 percent in volume terms. A 54-percent surge in Swedish import volume for wines in 2-liter-size or smaller containers, which are generally higher-priced than bulk wines, was partly responsible for the rise in the value of total Swedish wine imports. Imports of U.S. wines in this segment were up 51 percent, totaling 716,000 liters for the 9-month period. Devaluation of the Swedish currency also contributed to the increase in the value of wine imports.

A 26-percent drop in bulk wine imports (in containers larger than 10 liters) from 59.4 million liters to 43.7 million liters caused the drop in the total volume of Swedish still wine imports. Imported bulk wines are bottled and sold in the country under local label. Despite the contracting market, Swedish imports of U.S. bulk wines rose 20 percent, to 4 million liters. Typically, well over 80 percent of Swedish imports of U.S. wines are bulk shipments.

California wines are no longer the only U.S. wines on the Swedish market. In the last 2 years, Sweden's alcoholic beverage monopoly has expanded its listings of U.S. products to include Washington, Oregon, New York and Texas wines, in addition to those from California.

(See table on next page.)

World Trade Situation and Policy Updates

Korea eliminates a phytosanitary barrier to U.S. shelled walnut exports.

Korea's National Plant Quarantine Service (NPQS) announced on January 14 that it would allow, effective immediately, the importation of U.S. shelled walnuts that have been fumigated with methyl bromide and vacuum packed, according the U.S. Agricultural Minister-Counselor in Seoul. The published announcement follows years of technical discussions between USDA (APHIS & FAS) and NPQS. Despite having liberalized its market for walnuts in 1991, Korea had maintained a phytosanitary-based ban on walnut imports due to purported concerns about the presence of the codling moth pest. The U.S. walnut industry has been a strong supporter of U.S. Government efforts to open Korea's market. Industry sources estimate that, with the opening of the market, first year exports of shelled walnuts to Korea could approach $2 million.

The Government of Hungary has announced export subsidies for many horticultural products.

Last year, the Government of Hungary announced increased export subsidies for a number of agricultural products, including several horticultural products. Onions, paprika, table apples, apples for processing, and apple juice concentrate are all eligible for export subsidies. The increase in subsidies is intended to counteract the decline in Hungarian agricultural exports, which have declined over one-third from 1992 figures. Total government support of Hungarian agriculture is estimated at HUF 50 billion (approximately $500 million). Hungarian agricultural exports in 1992 (including lumber) were valued at $2.5 billion.

SWEDISH STILL WINE IMPORTS 1/
(Volume in 1,000 Liters)

Container Size	1991	1992	YTD 1992 2/	YTD 1993 2/
In Containers =<2 Liters	17,897	25,019	18,720	28,754
In Containers =<10 Liters	734	799	629	469
In Containers >10 Liters	76,255	71,678	59,410	43,684
Total	94,886	97,496	78,759	72,907

1/Still Wine: Still table wine of alcoholic strength by volume of greater than 2.25 percent and less than 15 percent.
2/YTD: January-September.
Source: Swedish Customs.

SWEDISH STILL WINE IMPORTS 1/
(Value in SEK 1,000)

Container Size	1991	1992	YTD 1992 2/	YTD 1993 2/
In Containers =<2 Liters	305,763	423,509	319,087	617,157
In Containers =<10 Liters	18,072	18,318	13,892	12,420
In Containers >10 Liters	407,899	379,026	317,494	254,867
Total	731,734	820,853	650,473	884,444

1/Still Wine: Still table wine of alcoholic strength by volume of greater than 2.25 percent and less than 15 percent.
2/YTD: January-September.
Source: Swedish Customs.

SWEDISH STILL WINE IMPORTS FROM THE UNITED STATES 1/
(Volume in 1,000 Liters)

Container Size	1991	1992	YTD 1992 2/	YTD 1993 2/
In Containers =<2 Liters	284	620	474	716
In Containers =<10 Liters	79	82	67	21
In Containers >10 Liters	4,675	4,702	3,431	4,123
Total	5,038	5,404	3,972	4,860

1/Still Wine: Still table wine of alcoholic strength by volume of greater than 2.25 percent and less than 15 percent.
2/YTD: January-September.
Source: Swedish Customs.

SWEDISH STILL WINE IMPORTS FROM THE UNITED STATES 1/
(Value in SEK 1,000)

Container Size	1991	1992	YTD 1992 2/	YTD 1993 2/
In Containers =<2 Liters	5,623	9,817	7,189	15,338
In Containers =<10 Liters	1,225	1,209	991	431
In Containers >10 Liters	21,047	23,714	16,793	24,274
Total	27,895	34,740	24,973	40,043

1/Still Wine: Still table wine of alcoholic strength by volume of greater than 2.25 percent and less than 15 percent.
2/YTD: January-September.
Source: Swedish Customs.

New Zealand achieved record apple sales to the United Kingdom during one of the toughest years for third country suppliers.

During one of the heaviest European apple production years, New Zealand was the only Southern Hemisphere country to increase its share of apple exports to the United Kingdom in 1993. Trade sources, quoting the New Zealand Apple Board, report that exports to the United Kingdom reached a record 63,000 tons -- up 27 percent from the previous year. The United Kingdom's trade statistics show imports from New Zealand at 53,117 tons for the period January-November 1993, compared with 42,893 tons in 1992. Apple varieties supplied by New Zealand include Royal Gala, Braeburn, and Fuji. U.S. January-November 1993 exports to the United Kingdom declined 57 percent from the same period in 1992, to only 16,350 tons.

Korea purchased significant quantities of garlic and onions from China at a January tender.

Korea's government-controlled Agricultural & Fishery Marketing Corporation (AFMC) tendered on January 17 for 3,000 metric tons of onions and 2,000 metric tons of garlic. China won all tenders, with prices of $359 per ton for onions, $457-572 per ton for 1,500 tons of hard stem garlic and $457 per ton for 500 tons of soft stem garlic. While both onions and garlic are normally import-restricted items in Korea, 1993 production shortages, estimated at 12,000 tons for garlic and 10,000 tons for onions, have forced the government to authorize imports through AFMC. Additional tenders are anticipated, but dates are not yet known. U.S. suppliers may participate in the AFMC tenders through a registered trading agent in Korea.

FAS estimates U.S. wine production in 1992/93 (August-July) at slightly over 16.5 million hectoliters (HL), down 6 percent from the previous year.

Preliminary data on grape production and utilization in California suggest that U.S. wine production may fall again in 1993/94. Exports of wine increased slightly in 1992/93 to 1.3 million HL. Weak economies and downward consumption trends in major markets coupled with strong competition from other producing countries were major factors contributing to the slowing of U.S. wine export growth.

(See table on next page.)

Chilean wine production is expected to reach 3 million hectoliters (HL) in 1992/93, up 30 percent from 1991/92's low output of 2.3 million HL.

The Chilean wine industry has undergone significant growth in production and exports in recent years, and the outlook is for continued expansion for the foreseeable future. Recent data point to a sharp increase in wine grape plantings and conversion of existing area to better quality wine grape varieties in Chile. Chilean wine exports have benefited from price competitiveness in principal markets. In 1992, wine exports rose 14 percent in volume and 40 percent in value from a year earlier. For the first six months of 1993, the value of wine exports increased 19 percent to $48 million. The value increase exceeded the rise in volume exported, suggesting expanding sales of bottled rather than bulk wines, and of higher-quality wines in general.

(See table on next page.)

U.S. WINE: PRODUCTION, SUPPLY & DISTRIBUTION
(1,000 Hectoliters)

Year 1/	1987/88	1988/89	1989/90	1990/91	1991/92	Estimated 1992/93
Beginning Stocks 2/	15,789	15,375	17,341	16,370	15,651	15,490
Net Production 3/	19,041	20,113	17,614	17,075	17,672	16,537
Imports	2,998	2,764	2,687	2,355	2,552	2,383
TOTAL SUPPLY	37,828	38,252	37,642	35,800	35,875	34,410
Exports	530	742	878	1,136	1,317	1,343
Domestic Consumption 4/	21,923	20,168	20,394	19,013	19,068	17,742
Ending Stocks 2/	15,375	17,342	16,370	15,651	15,490	15,325
TOTAL DISTRIBUTION	37,828	38,252	37,642	35,800	35,875	34,410

SOURCE: Department of Treasury, Bureau of Alcohol, Tobacco and Firearms; Department of Commerce, Bureau of Census; and Department of Agriculture, Foreign Agricultural Service.
1/YEAR: August-July.
2/Stock data refer to quantities held by wineries; data do not include wholesale or retail stocks.
3/Net production data attribute all increases and losses during the wine making process to the year in which the product is consumed.
4/Domestic consumption includes beverage and nonbeverage wine consumption. It is calculated as the sum of taxable withdrawals from winery stocks and imports, both of which are assumed to be consumed immediately. Consumption data may include small quantities that are exported.

CHILEAN WINE PRODUCTION AND EXPORTS

Year	Area Planted (1,000 HA)	Production (1,000 HL)	CY Exports (1,000 HL)	(Million U.S.$)
1981/82	105	6,100	80	11
1982/83	95	5,200	90	9
1983/84	78	4,000	90	9
1984/85	71	3,200	110	11
1985/86	68	3,000	120	13
1986/87	61	2,860	140	17
1987/88	58	3,350	170	22
1988/89	61	3,350	290	35
1989/90	59	3,300	430	52
1990/91	59	3,000	650	85
1991/92	65	2,300	740	119
1992/93 1/	70	3,000	920	--

1/FAS Estimate
SOURCE: National Agricultural Society (SNA) and Central Bank, Chile.
Note: Production figures are for March-February crop year; exports are on calendar year basis.

The Canadian Wine Market

Total wine sales in Canada for 1992 were 22.7 million cases (9 liter case equivalents) with Quebec and Ontario dominating wine consumption. The United States exported over 4.1 million case equivalents of wine to Canada, valued at $45 million in 1992, making Canada the largest wine export market in terms of value. Bulk sales of wine made up approximately 45 percent of U.S. wine exports to Canada. Table wines from the European Union had nearly a 54 percent market share in Canada in 1992, with France accounting for 28.5 percent of the total table wine market, followed by Italy at 9.3 percent. Chilean table wine had nearly a 5 percent market share in 1992 in Canada, up from less than 1 percent in 1988. The Canadian wine industry accounted for approximately 9.6 million cases of total wine sales in Canada in 1992; however, only 2 to 3 million cases represented grapes grown in Canada. Alberta is in the process of privatizing its retail stores, partly in response to the Provincial government downsizing its civil service, but more so to the free-enterprise entrepreneurial spirit occurring throughout the province. Other provinces are expected to follow suit in the future.

SIZE OF MARKET

Total wine sales in Canada for 1992 were 22.7 million 9 liter cases, down from 25.8 million cases in 1988. Of total wine sales, table wine made-up 79.8 percent, sparkling wine 6.5 percent, fortified wine 5.8 percent, wine coolers 4.7 percent and miscellaneous products 3.2 percent. The market share of wine coolers has declined much more compared to the other wine categories, followed by sparkling wine and miscellaneous products. White wines dominate the table wine market with a share of 68 percent; however, red wine sales have been increasing during the past few years.

Quebec and Ontario dominate wine consumption in Canada with approximately 33 and 32 percent market share. British Columbia accounts for about 18 percent of total wine consumption and Alberta about 8 percent. Together these four provinces account for just over 85 percent of the total Canadian market. British Columbia is the largest provincial importer of U.S. wines followed by Ontario.

U.S. EXPORTS

The United States exported over 4.1 million case equivalents of wine to Canada, valued at $45 million in 1992. This makes Canada the United States' largest wine export market in terms of value followed by the United Kingdom and Japan. According to U.S. trade statistics, U.S. wine export sales to Canada have increased over 500 percent since 1986, from $7.3 million. The U.S. share of the Canadian wine market was 18.1 percent in 1992 versus 6.7 percent in 1988. For table wines, the U.S. share is 7.1 percent of a 18.1 million case market with a compounded growth rate of 32.6 percent from 1988 to 1992.

Approximately 45 percent of the U.S. wine exports to Canada are composed of bulk sales -- shipped in containers greater than 2 liters in size. Most of the wine marketed in containers greater than 2 liters in size are bottled in Canada using bulk wine; such is the case with most of the 4 liter boxes sold in the Liquor Control Board (LCB) retail outlets. The balance represents U.S. domestically bottled product.

U.S. COMPETITORS

Table wines from the European Union had nearly a 54 percent market share in Canada in 1992, up from 51 percent in 1988. France accounts for 28.5 percent of the total table wine market, followed by Italy at 9.3 percent. Other small suppliers are Germany, Spain and Portugal. Except for Italy, market share has been declining, especially for France. In response to declining market share, some of the major French brands have lowered their prices.

SOPEXA, France's Society for the Development of Sales of Agricultural Products, just finished a promotion in Quebec and Ontario which consisted of tastings, in-store promotions and the distribution of calendars. The estimated cost

of the promotion was approximately $C500,000 per province. The producers/agents that participated in the promotion contributed $C4,000 apiece with approximately 45 participating. Their promotional efforts in Quebec are focusing more on in-store promotions and less on radio and TV as in the past. According to trade sources it wasn't so long ago when all SOPEXA promotions were 100 percent subsidized.

Chilean table wine had nearly a 5 percent market share in 1992 in Canada, up from less than 1 percent in 1988 with a compounded growth rate of over 60 percent for the period. Their growth in table wine sales in Canada has outpaced other countries. Much of their growth is in the red table wine category, with Quebec being the largest market for Chilean table wines.

The reason for their success in the Canadian market are believed to be the following:

1) good price/quality relationship;

2) promotional efforts -- media and trade trips to Chile;

3) support from opinion leaders -- media and trade;

4) novelty of product; and

5) the LCB in Quebec, the Societe des Alcools du Quebec (SAQ), has invested in several Chilean vineyards.

Chilean wine exports may level off in the near future. This is due to the expected increase in prices, increased competition, shifting media interest, and the lack of brand loyalty associated with the price bracket. Consumers who purchase Chilean wines are more concerned about price, consequently there is very little brand loyalty. Also, according to some sources, consumers perceive Chilean wines as inexpensive which could pose a problem when they start introducing products at higher prices.

Several South African wines have recently been listed in the provinces of Ontario and Quebec following the repeal last year of the apartheid laws and the subsequent relaxation of international sanctions. However, some sources believe South African wines will not have much of an impact. The market share for East European wines remained relatively constant since 1988 in Canada. The trade anticipates no change in the level of exports for the immediate future. Table wines from Australia had a 2.4 percent market share in 1992, up from 0.9 percent in 1988. Most of the Australian wines are sold in the western province with little, if any, promotional support from their government.

DOMESTIC CANADIAN WINE INDUSTRY

The Canadian wine industry accounted for approximately 9.6 million cases of total wine sales in Canada in 1992. However, only 2 to 3 million cases represented grapes grown in Canada. For a wine to be classified as Canadian origin, at least 75 percent of the product must be fully manufactured (fermented) and finished within Canada. The raw materials can come from any origin, (e.g., France, the United States, Argentina, etc.).

The wine producing regions in Canada are found in Ontario and British Columbia. Ontario's wine production is concentrated in two principal areas -- the Niagara peninsula and the Niagara encarpment, the "Bench." Ontario has two other officially designated regions, located to the southwest -- the north shore of Lake Erie and Pelee Island. The industry got its start with the labrusca grape but has since focused more on the vinifera varieties.

Ontario's track record with vinifera is short and muddy. Riesling and Chardonnay seem well established, but beyond that experimentation is rampant. Ontario's specialty is ice wine, very sweet, concentrated white wine made from frozen Vidal, Riesling or Gewurtzraminer grapes.

An important stabilizing influence debuted in 1988. The Vintners Quality Alliance (VQA), an industry group, is implementing guidelines similar to France's *appellation contrôlée* system. It grants geographic designations and awards label stickers for wines made from designated grapes grown in defined regions that meet certain quality standards. Each wine submitted for VQA qualification is tasted by a panel of government

wine consultants, and 40 percent are rejected, according to VQA sources. Less than 10 percent of Ontario's wine production qualifies for VQA status, but some wineries reach 40 percent or higher, and its influence is growing.

The volume of domestic wine sold in Ontario rose 1.8 percent to 3.73 million cases for 1992, increasing the Ontario share of the total 7.26 million case market to 43.5 percent. Contributing to the increased sales of Ontario wines was the continuing growth in the sales of premium VQA varietal wines. In fiscal year 1992, the LCBO reported sales of over 1,000,000 liters of VQA wines, representing an increase of 53.3 percent in volume sold over the same period a year earlier.

Most of Ontario's production is sold directly from the wineries or in Ontario's government-run retail stores. Some of their wines are on the liquor store shelves in British Columbia too. Few Ontario wines have broken into the Quebec wine market.

The non-VQA labels are not distinguished as quality wines. They are Ontario's hybrid wines that are blends.

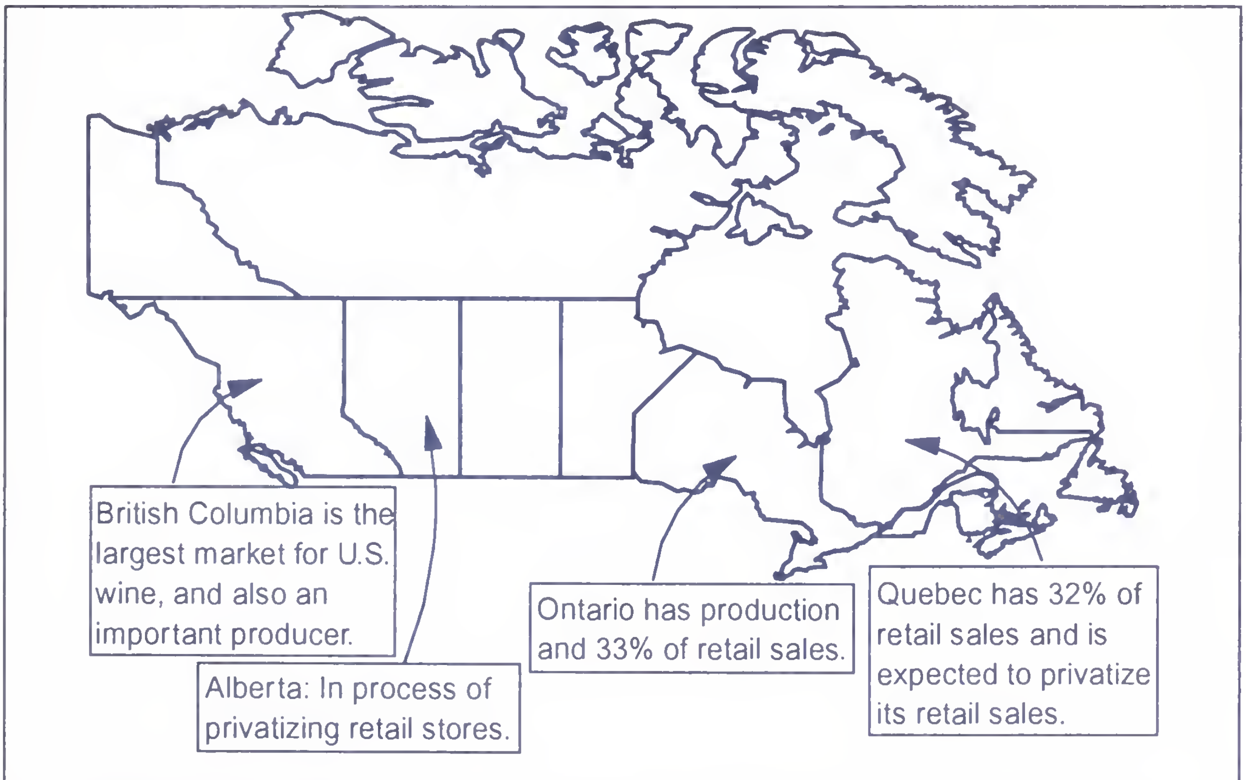
The Ontario Vintners Quality Alliance and the Wine Institute of British Columbia have been doing joint promotional efforts with the receptive provincial liquor control agencies. There have also been joint VQA presentations in international markets as well as successful events in Canada.

Reportedly the Ontario wine industry received $C5 million of government funding in 1992 to promote their wines as well as favorable treatment by the LCBO.

The Ontario VQA program was also adopted in British Columbia by the vintners. Their forte has been Pinot Blanc and Pinot Gris for the whites and Pinot Noir and Merlot for the reds.

MARKET ORGANIZATION

The Provincial LCBs in Canada control all alcoholic beverage imports, sales and distribution. On-premise establishments are licensed by the Provincial Liquor Control Boards. While each provincial LCB may have slightly



90% of Canada's population lives within close driving distance of the U.S. border.

different guidelines they are responsible for selecting the products that will be sold in their respective LCB stores and through licensed "agencies" and licenses. They are responsible for establishing retail prices; determining minimum sales quotas; and establishing guidelines for all promotional activities.

PRIVATIZATION

Alberta is in the process of privatizing its retail stores partly in response to the Provincial government downsizing its civil service, but more so to the free-enterprise entrepreneurial spirit occurring throughout the province which runs counter to government involvement in alcoholic beverage sales. To date, 30 of a total 217 outlets have been closed. Even though licenses are being issued for private retail outlets it appears the transition to privatization initially will have some problems. LCB stores are being closed before the private outlets have a chance to open.

The current mark-up system will be replaced with a flat charge of $C4.16/liter eliminating the nontransparent and discriminatory cost-of-service charges. Also a nondiscrimatory handling charge of approximately $C0.91 will be assessed. The charge will be less for faster selling brands and more for the slower selling brands. Privatization will benefit U.S. vintners who export packaged products to Alberta, but will be a disadvantage in higher retail prices to U.S. producers who bottle their product in Canada from U.S. bulk wines. Domestic wineries will be given the same treatment.

Many believe following privatization in Alberta wine prices will be considerably lower than the other provinces which will likely create a black market and only add to the pressure of privatizing the other provinces.

Privatization in Quebec is likely to occur, but not expected to take place any time soon. The trade believes it will occur in three stages -- the bottling line, distribution and the retail outlets. The SAQ bottling line will be put on the auction block for bids sometime this year.

CROSS-BORDER PURCHASES

Sales are reportedly suffering not only because of the national trend of drinking less, but also because of significant increases in the amount of liquor purchased by consumers from Quebec and Ontario in the United States and brought back across the border. Although there are no hard figures available, anecdotal evidence and talking to LCB officials suggest that quantities are quite significant of both declared and undeclared wine and spirits. To offset cross-the-border purchases, the LCB's have had to become more aggressive in pricing their wines.

(Ted Goldammer, 202-720-8498)

Exporting Fruit to China: Marketing Information on the Best Commodity Prospects

On December 18, 1993, the United States and China signed a protocol that will allow Washington state apples to be exported to China by early 1994. This marks the beginning of what is hoped to be a new era of fruit trade with China--if it continues to eliminate scientifically unjustifiable barriers to U.S. fruit. Recent market studies have found that U.S. Red Delicious apples, red globe grapes, and plums will have the best market potential in China. Other fruits including nectarines, citrus, cherries and cantaloupes also have potential in the future. With direct trade now being established, it is hoped that marketing U.S. fruits in China will become easier.

China's rapid economic growth since early 1992, coupled with dramatic reforms in China's trade and market structure, have generated increasing interest by U.S. agriculture and food exporters in understanding and exploring this exciting market. U.S. exporters of fresh fruit, however, have long been stymied by China's quarantine barrier, quotas, an 80 percent tariff rate, and general lack of market transparency. However, many improvements have been made recently, including the lifting of a phytosanitary-ban against Washington state apples, and a reduction in tariff rates beginning January 1, 1994 for a number of fruits, including the rate for apples which was reduced from 80 to 40 percent.

Demand in China for imported fresh fruit is strong and growing, especially in Guangdong Province in southern China. Trade sources estimate at least 20 percent of Washington state apples exported to Hong Kong are actually destined for China while at least 10 percent of U.S. table grapes are also transitting Hong Kong on route to China. While some of this fruit is making its way into other areas of China, a significant share appears to be consumed in Guangdong.

Imported fruit, much of it officially still barred entry by phytosanitary restrictions, is finding its way to the market through unofficial channels. The extensive presence of unofficial fruit is evidence of a significant pent up demand which exists among increasingly affluent Guangdong consumers who have a penchant for fresh fruit; a penchant shared by fellow consumers across China.

Beijing's 11 million and Shanghai's 13.5 million consumers are also responding to higher income levels by demanding greater diversity and higher quality in food products, and fresh fruit is an increasingly popular item. When the market is officially opened to U.S. fruit, there is expected to be particularly strong demand for Red Delicious apples and red globe table grapes. Other products which are expected to enjoy smaller seasonal demand are green table grapes, plums, oranges, lemons, nectarines, pears, cantaloupe, and cherries.

U.S. export statistics record the value of U.S. fresh fruit exports to China in 1992 at zero while exports to Hong Kong reached a record level of $131.5 million. U.S. exports to Hong Kong were keeping pace with the record setting 1992 levels through the first 11 months of 1993. During the same period, the value of U.S. fresh fruit exports to China were recorded as $194,000.

One has only to step into the streets of many major urban areas in Guangdong province, China's wealthiest province, to find an abundant supply of U.S. fresh fruit, primarily Red Delicious apples, table grapes, and plums, to realize that official statistics are not capturing the true extent of the trade and demand for imported fruit. These aberrations are likely not unique to

U.S. product since fruit from other countries which is officially banned entry into China also appears in the market.

PRODUCTION AND CONSUMPTION

Although China has potential to be a large market for U.S. fresh fruit, it is itself a large producer of citrus, pears, and apples. Currently, apple production accounts for almost 30 percent of China's total fruit production. Apple production in China is forecast at 7.1 million tons in 1993/94, up 8 percent from a year ago--making it the largest apple producing nation in the world. More than 90 percent of China's apple production is utilized for fresh domestic consumption. However, domestic traders claim that production is not yet sufficient to meet increasing demand. Chinese consumers have a decided preference for fresh fruit and rising per capita incomes have resulted in strong demand for high quality fruit.

The Red Fuji variety of apple, introduced from Japan, has proven to be very successful in the Chinese market. One Beijing supermarket reported that it sells about 100 large size Red Fujis from Japan every week for about $15 to $17 each. Because of this, domestic production of the Fuji is slated to expand significantly. Traditional native varieties, such as "qinguang" or "guoguang," represent the bulk of China's apple production, but the use of improved varieties cultivated from imported breeding stock is expanding. Ministry of Agriculture officials estimate that 20 percent of the annual Chinese crop is Red Fuji and Red Delicious types. Although the Red Fuji currently accounts for only 10 percent of apple production, the area planted to the Red Fuji variety is estimated at 370,000 hectares, or nearly 20 percent of the total orchard area. Smaller quantities of golden delicious are also being produced from imported stock.

TRADE

According to trade sources, at least U.S.$10 million of U.S. fresh fruit is currently entering China. Most of this was destined for Guangdong consumers although some was also transhipped to other areas of China such as Beijing and Shanghai. While one should be cautious not to exaggerate the size of the market, the $10 million figure may actually be conservative based on discussions with wholesalers. One wholesaler alone estimates he purchases 4 containers of U.S. apples per month and at peak periods one container of U.S. grapes per month. Others commonly cite sales of dozens to over 100 boxes of U.S. apples per day.

Trade sources indicate that "at least" 20 percent of the 2.5 million cases of Washington state apples exported to Hong Kong are actually ultimately destined for China. If one assumes that the majority of U.S. apples sold into Hong Kong are from Washington state and multiplies the 20 percent by the 1992/93 marketing year U.S. apple exports to Hong Kong f.o.b. value, the approximate value of U.S. apple exports to China in marketing year 1992 was "at least" U.S.$5.24 million.

Trade sources also indicate approximately 10 percent of U.S. table grapes imported by Hong Kong are resold into China. Again, multiplying this percentage by the value of 1992 marketing year U.S. exports to Hong Kong f.o.b. value indicate sales of approximately U.S.$ 2.16 million in table grapes.

Other horticultural products moving into China include an estimated 2,500 tons of California golden raisins equivalent to approximately 14 percent of U.S. production according to the California Raisin Advisory Board, while a major nut company estimates "at least 70 percent" of its U.S. product exported to Hong Kong is ultimately destined for the PRC market.

U.S. plums, nectarines, and citrus (oranges and lemons) are also periodically available in the markets depending on season and prices. There is also demand for cherries and cantaloupe.

While there is vibrant and growing demand for such fruit in China, it appears that China is, to a certain extent, a residual market for Hong Kong fruit traders. For instance, members of a Washington State Apple Commission delegation which recently toured China found that the amount of U.S. apples reaching Guangdong fruit stands was plentiful but some of it was in poor

condition. They speculate that because of a slump in the Hong Kong market, Hong Kong traders are supplying some of the oldest product to PRC buyers. Once containers reach Hong Kong they are opened and the U.S. supplier can no longer guarantee top quality to the ultimate buyer. Some of the product is suspected of having sat in Hong Kong for several weeks before being sold into China.

While high tariffs have severely restricted the entry of imported apples in the past, trade statistics indicate that the level of imports is growing. Canada is currently the major supplier. See table below for imports by origin. Rising per capita incomes, particularly in urban areas, are being translated to increased demand for high quality, imported goods.

China's Apple Imports by Country of Origin

	Volume (Metric tons)		Value ($1,000)	
Country	1992	1993*	1992	1993*
Canada	542	507	518	782
United States	17	96	6	90
New Zealand	87	46	155	68
Australia	0	25	0	15
Singapore	0	16	0	8
Philippines	0	14	0	8
Japan	16	11	12	8
Hong Kong	2	1	4	1
Other	7	13	15	28
Total	671	729	710	1,008

Source: China Custom Statistics
* January-September 1993

MARKETING

Fresh fruit is very popular in China, and the United States has a positive image among southern Chinese consumers. U.S. fruit brought in by unofficial means is generally well accepted among Guangdong consumers, although quality is sometimes an issue because of the lack of proper storage and handling by importers, wholesalers, and retailers. This situation will gradually improve as the economy continues to develop. Opening of the market to official importers who have cold storage facilities would also help alleviate the problem.

Wholesalers generally agree that the best period for marketing U.S. fruit is after Chinese New Year and before Chinese Mid-Autumn festival (Mid February - August). Nevertheless, there are sizable quantities available in the fall and early winter although prices are depressed by the availability of Chinese produced fruit.

Consumers purchase fruit as snack and gift items, and it is also commonly served as the final course at Chinese banquets. PRC consumers generally peel fruit prior to consuming it.

Marketing Channels in Southern China

Small quantities of U.S. fruit are officially permitted entry for use in the hotel restaurant sector and some duty free stores. The majority of fresh imported fruit is sold in retail fruit stands. Most of these retailers purchase from wholesalers who have purchased the product from various unofficial import channels.

In southern China's major urban markets with the best potential for imports, greater than 50 percent of the fruit is destined for the market via wholesalers. The vast majority of fruit is sold to consumers from small streetside fruit stands with some sold in larger traditional wet markets.

There is at least one fruit wholesale market in each of the major urban markets of Guangdong province. There are dozens of fruit wholesalers at each market. Sometimes, as in the case of a major city like Guangzhou, there is more than one wholesale market although there may only be one wholesale market carrying imported fruit.

The Guangdong market varies considerably from place to place. The biggest concentration of fruit consumption, approximately 40 percent of the provincial total as estimated by one importer, is located in urban areas of the Pearl River Delta. While official statistics are unavailable, one importer said both domestic and imported apple consumption is increasing.

Rough estimates of the amount of imported fruit sold in South China urban markets follows by type of market:

- Wet markets (includes streetside fruit stands) 95 percent

- Hotel/restaurants - 5 percent

- Supermarkets - much less than 1 percent

Supermarkets are a small but growing phenomenon. However, virtually no fresh produce is sold in the growing number of supermarkets in southern China. Consumers still predominantly purchase their fresh fruit in wet markets/streetside fruit stands. None of these outside facilities have refrigerated displays so fruit quality suffers in South China's sub-tropical heat and humidity.

Once the market officially opens to U.S. fruit, the agricultural trade officer in Guangzhou believes the top South China urban markets and Special Economic Zones (SEZ) will be as follows in rank order:

1. Shenzhen SEZ, Guangdong

2. Guangzhou, Guangdong

3. Zhuhai SEZ, Guangdong

4. Other cities in Guangdong province's Pearl River Delta: fanning south from Guangzhou to Hong Kong and Macau. These cities include Foshan, Dongguan, Zhongshan, and Shunde.

5. Other SEZ's such as Xiamen, Fujian; Shantou, Guangdong; and small amounts to Hainan.

Marketing Channels in Northern Cities

In both Shanghai and Beijing, in the recent past, import and wholesale distribution of fresh fruits was tightly controlled by a small number of government entities. This system is now breaking down to the point that in each of these cities there are a number of corporations able to import and wholesale foodstuffs, adding a degree of competition that was heretofore absent. As a result, exporters will face a distribution system that is increasingly complex and interconnected and that provides new opportunities as well as new challenges.

In the near term, Washington apples will probably enter the Beijing and Shanghai markets, primarily via Hong Kong or south China. However, importers in Beijing and Shanghai use Hong Kong sellers out of necessity, not out of preference. The favorable tariff rates (50 percent reduction) in the south China SEZs provide an overriding economic incentive to import through corporations established in the SEZs and to source product in Hong Kong. Shanghai and Beijing importers and buyers recognize that direct trade with the United States will allow them to have more control over quality, type of product, packaging and

promotional assistance, but the economic incentive of the preferential tariff is difficult to overcome.

Late this past summer, however, a Shanghai trade corporation directly imported two containers of apples, on a test basis, to determine the market reaction. Under the existing distribution system, direct imports are made by a trade corporation that has authority to import foodstuffs. In the case of foodstuffs, the import authority can be granted at a municipal level. While precise figures and lists are difficult to come by, it is estimated that Beijing has more than 30 corporations authorized to import foodstuffs, but only about 4 are considered active. Shanghai is estimated to have more than 100 such corporations, but less than 10 are considered active. These trade corporations typically use their import authority to act as import agents on behalf of the actual buyer, charging a small commission for their services. In the case of imported apples, the most likely buyers are the Beijing and Shanghai Fruit Companies that manage those cities' wholesale fruit markets. The trade corporations may also import on their own account and sell directly to end users or wholesale markets at a profit.

Wholesale fruit markets will likely be the next important link in the distribution chain for imported apples. As noted above, the Beijing and Shanghai Fruit Companies manage the largest wholesale markets in each of the cities. As part of the economic reforms, new wholesale markets are beginning to provide some competition, but these two companies continue to manage the bulk of the fruit trade in their respective cities. The Beijing Fruit Company manages 7 wholesale fruit markets and handles about 200,00 tons of fresh fruit each year, or about 70 percent of the fresh fruit sold in Beijing. The company has cold storage facilities in the wholesale markets. The Shanghai Fruit Company, with 5 wholesale markets, controls about 40 percent of the city's fruit business.

The Fruit Companies procure domestically grown apples for distribution through the wholesale markets and producers can also bring their apples directly to the market for wholesale. The Shanghai Fruit Company charges a 5-percent fee for this service. This company also estimates that about 40 percent of the fruit sold in the wholesale markets is purchased by small fruit vendors or sellers in wet markets, 30 percent to small retail outlets, and 30 percent to other (government agencies, corporations, and other wholesale markets) groups. The Shanghai Fruit Company estimates that a typical retail mark-up on apples is about 50 percent, but that imported apples will likely be marked up 70 to 80 percent.

Wholesale Prices

Prices for imported fruit vary widely depending on the season, supplies, demand fluctuations, and availability of PRC fruit. Favored apple box sizes are 88, 100, and 113. The average price for 20 kilogram net boxes of Washington red delicious apples at one Pearl River Delta wholesale market in late September 1993 was equivalent to U.S.$40 per carton while 23 pound net flats of U.S. red globe table grapes wholesaled at approximately U.S.$45 per flat. By early November, after Chinese product became more available to the market and Hong Kong apple supplies exceeded demand, wholesale U.S. Red delicious prices in two Pearl River Delta wholesale markets declined to $34 - $40. At about the same time, Hong Kong c.i.f. landed prices for Washington State Red delicious ranged from U.S.$22 - 25/carton. Red globe table grape wholesale prices in early November were approximately $32 per carton.

The following table lists representative wholesale prices for domestically produced apples:

Locality	Year	Native Variety	Red Del.	Red Fuji
		(U.S.$/pound)		
Shaanxi	1992	.40-.50	.65-.75	.65
	1993	NA	.60	NA
Henan	1993	NA	.75-1.00	NA
Beijing	1993	.45-.60	.60-.70	.70-.80

Retail Prices

Pearl River Delta retail prices in fall 1993 for Washington State Red Delicious averaged 10 to 12 Renminbi (U.S.$1.15-1.38) per jin (1.1 pounds), while red globe grapes retailed at approximately 20-25 Renminbi Yuan (U.S.$2.30-2.87) per jin. At the same time, the

best quality Chinese Fuji apples retailed for about one-half as much as Washington Red Delicious. Consequently, retail prices by case for Washington Red Delicious ranged from U.S.$46 to U.S.$55.20 while red globe grapes retailed at U.S.$48 to U.S.$59.70. Retail prices for U.S. plums ranged from 20 to 26 Renminbi (U.S.$2.30-3.00) per jin.

Retailers Are Anxious to Buy

Officially authorized importers, many of whom have cold storage facilities, are anxious to purchase imported U.S. fruit once trade barriers are reduced or eliminated. All official fruit importers are government affiliated, although they increasingly use market oriented business practices. They have seen the significant demand for imported U.S. fruit moving to the market via unofficial channels and know there is money to be made.

Official importers believe the initial top selling U.S. fruit will be similar to those available unofficially: Red Delicious apples, red globe table grapes, and plums. They say U.S. Red Delicious are preferred because of the uniform red color, elongated shape, crunchiness, sweetness, and consistency. All importers interviewed expect a large market for U.S. fruit and Red Delicious apples in particular but hesitated to speculate on the actual size.

Desire for Direct Trade

All importers and several wholesalers expressed interest in importing directly from U.S. suppliers. There are strong trading relations between sellers in Hong Kong and buyers in south China but significant discontent among south China buyers about relying on those relationships. Virtually all importers who have met with the agricultural trade officer in Guangzhou have expressed a strong desire for direct contact with U.S. suppliers whenever possible. Direct trade may not always be feasible. If it isn't, they want to establish direct links with U.S. suppliers and import the goods via their Hong Kong representative office/agent/freight forwarder rather than buying from Hong Kong trading firms which may not provide product information or access to the U.S. supplier.

Promotional Strategies

An active marketing effort is essential to capitalize on new opportunities which will arise once the market is officially open. Initial market research, particularly for new-to-market fruit, is needed to plan appropriate strategies. Fruit importers and some wholesalers need information about U.S. suppliers, seasonality, proper handling and storage, grades, and price differentials between those grades. Widespread distribution to wholesalers and retailers of point of purchase materials and product information will help. Printed materials need to be in Chinese characters (preferably the simplified version used in the PRC). Sponsoring PRC fruit buyer missions to the U.S. would be helpful in acquainting Chinese buyers with U.S. suppliers. Special seminars/tastings for potential importers, wholesalers, and retailers of new to market fruit are needed. Participation in trade shows, particularly for new-to-market products, is also important.

Mandarin Chinese language television advertising would be an effective tool to spur consumer interest and dispel unfounded concerns about chemical residues. Some television advertising in Cantonese spills over the border from Hong Kong reaching a small but affluent enclave of Cantonese speakers in a small portion of Guangdong province near Hong Kong. Approximately 95 percent of the Chinese in the PRC, however, do not speak Cantonese. All Chinese, including almost all native Cantonese speaking urban consumers, speak Mandarin fluently. Consequently, Mandarin Chinese language television advertisements are needed to reach a broader number of consumers.

TRADE POLICY

Opening the Market

Under the China Market Access agreement, China is slated to eliminate fruit import quotas, significantly reduce fresh fruit import duties, and eliminate scientifically-unjustified phytosanitary barriers. On January 1, China reduced tariffs on a number of fresh fruits including those on the following table:

Chinese Import Duties on Fruit
(Percent, ad valorem)

	1993	1994
Apples	80	40
Grapes	80	40
Lemons	80	40
Pears	80	40
Quinces	80	20
Oranges	80	52
Tangerines	80	52
Other Citrus	80	52
Avocados	60	30
Mangos	60	30
Pineapples	60	25

Several official importers in southern China have also heard of the impending quota elimination and are hoping for the continued elimination of phytosanitary restrictions. Once these are addressed, they want to import U.S. fresh fruit. The fact that importers are aware of the impending elimination of quota restrictions is a positive sign that the PRC government will eliminate fruit import quotas per the terms of the Market Access Memorandum Of Understanding. Elimination of unwarranted phytosanitary restrictions will be rigorously pursued for additional U.S. fruit, and implementation will be closely monitored. U.S. exporters encountering difficulties with barriers which the final agreement addresses are encouraged to inform USDA/FAS and the U.S. Trade Representative's Office.

(Kelly Flowers, Production Estimates and Crop Assessment Division, 202-720-6791. Based on reports from the Agricultural Attache in Beijing and the Agricultural Trade Office in Guangzhou.)

Orange Juice Outlook For Selected Countries

Orange juice production in the major Northern Hemisphere producing countries in 1993/94 is forecast 5 percent below the previous year's level but still the second largest in recent years. Ample supplies will be available for the export market, especially from the United States, the major orange juice processor in the Northern Hemisphere. However, competitive pressure from low priced Brazilian juice and uncertain economic recovery in some major markets, such as Japan and Germany, is expected to limit the expansion in exports from the Northern Hemisphere.

Major Producers in the Northern Hemisphere

Orange juice production in 1993/94 in selected producing countries in the Northern Hemisphere is forecast to decrease 5 percent to 947,616 metric tons (65° brix).[1] A decrease in U.S. orange juice production more than offsets likely increases in Mexico, Italy, Israel, and Morocco. However, total orange juice supplies are down less than 2 percent due to an increase in carry-in stocks, primarily in the United States. U.S. orange juice accounts for more than 82 percent of the total Northern Hemisphere 1993/94 orange juice production forecast.

Total orange juice exports in 1993/94 for selected countries in the Northern Hemisphere are forecast at 206,079 tons, up 4 percent from the previous year's shipments. The United States, Israel, Italy, and Morocco are expected to account for this increase. Although production is expected down this season, total supply of orange juice is abundant, which is expected to keep world prices low. This situation may help to maintain strong demand in Europe, the main importer of orange juice.

[1] Data include all processed orange juice, whether or not in concentrated form. However, all data are expressed in the common denominator of 65° brix concentrated juice.

United States

U.S. orange production in 1993/94 is forecast at 790,000 metric tons, 8 percent below the record set last year, primarily because of a smaller Florida orange crop and slightly lower orange juice yields. The Florida frozen concentrated orange juice (FCOJ) yield is expected to be 1.55 gallons (42° brix) per box, 2 percent below the record set last year. Florida is the main producing state, accounting for about 92 percent of total U.S. orange juice production.

U.S. orange juice shipments reached record levels in recent years and should continue to expand in 1993/94, with exports forecast at a record 85,000 tons. U.S. shipments to the European Union (EU) have been increasing steadily since 1988/89. In 1992/93, the EU accounted for 30 percent of U.S. exports compared with 19 percent in 1988/89. Lower prices, increased promotion efforts, and awareness of the good quality of U.S. orange juice, are the reasons for this growth in the European market. Although U.S. exports to Japan had been increasing, in 1992/93 shipments dropped 35 percent, accounting for only 9 percent of total U.S. orange juice shipments. U.S. orange juice exports to Japan surged in 1991/92 as a result of market liberalization in April, 1992. This level was not maintained in 1992/93 due to an unusually cool summer in 1993, and the econnomic recession in Japan which caused consumption to fall below

expectations. Also, orange juice retail prices have dropped significantly in 1993, due to substantial supplies in Japan, especially of the lower priced Brazilian product. This low price enviroment is expected to continue into 1994 and adversely affect exports of higher priced, higher quality U.S. product. Canada is the number one market for U.S. orange juice, accounting for 34 percent of total U.S. shipments in 1992/93. However, U.S. exports to Canada were down in 1992/93 due to a recession.

In 1992/93, 80 percent of U.S. orange juice exports were in the form of frozen concentrate, a slight increase from the previous year. Canada accounted for 29 percent of U.S. frozen concentrate orange juice (FCOJ) exports and 52 percent of single strength shipments. France was the second largest market, receiving 13 percent of FCOJ and 9 percent of the single strength. The total value of U.S. orange juice exports in 1992/93 was $208 million, about the same as the year before.

U.S. orange juice consumption data in Table 1 is apparent consumption, which increased 27 percent in 1992/93 compared with the previous year. Since retail sales of orange juice reportedly increased only 10 percent, the 27 percent increase likely includes inventories being built up. Because apparent consumption appears to be overstated in 1992/93, a decrease in apparent consumption is forecast for 1993/94.

Mexico

Mexico's orange juice production in 1993/94 is forecast to increase 22 percent to 22,000 tons. More fruit is expected to be processed due to improved international prices for frozen concentrate orange juice (FCOJ). Relatively low international FCOJ prices over the last three years have kept Mexican orange juice production sharply below the 1989/90 level. Mexican orange juice production depends heavily on the relative price of fresh oranges in the domestic market and the international price of FCOJ. The general FCOJ industry situation in Mexico is tenuous. Mexico's citrus processing industry is facing financial problems, with some processing plants in bankruptcy and some others with limited financial resources.

Mexico's orange juice exports in 1993/94 are forecast at 20,000 tons, down 7 percent from shipments in 1992/93. Reduced supplies, since there was no stock carry-in, is the reason for likely lower exports. The United States is the main market for Mexican FCOJ, although exports to Japan are increasing.

Under the of the North Free Trade Agreement (NAFTA), Mexico's tariff codes on imported FCOJ will match the U.S. tariff codes. For Mexican imports into the United States, Mexico will receive a reduced tariff -- 50 percent of the current most-favored-nation (MFN) tariff of 9.25 cents per liter -- on the first 40 million gallons imported into the United States. The over-quota rate will be the MFN rate and will decline to zero in Year 15. A price-based regime will go into effect if annual imports from Mexico exceed 70 million gallons through year 9 (90 million gallons in years 10 through 15.) The U.S. Customs Service will require Export Quota Certificates from companies in Mexico exporting orange juice to the United States at the within-quota duty. Given the current financial situation of the Mexican FCOJ industry, in the short run it may be difficult for Mexico to compete in the U.S. FCOJ market, even with these tariff reductions.

Spain

Although less fruit is expected to be delivered to processors this season, Spain's orange juice production in 1993/94 is expected to continue at the 1992/93 level, due to likely higher juice yields. In recent years, Spain's orange juice production has shown a progressive upward trend, due to increasing domestic demand and an abundance of relatively cheap fruit supplies.

Spanish orange juice exports in 1993/94 are also forecast to remain at the 1992/93 level. The bulk of orange juice exports are expected to go to traditional export markets in the EU, such as France, Germany, and the United Kingdom. Orange juice exports are not eligible for EU subsidies.

Brazil dominates the Spanish market for imported

orange juice, mainly in the form of unsweetened concentrates, which are blended with domestic products to improve their quality and reduce costs. Tetra-pack containers, bottles, and tin cans are the principal containers used in marketing orange juice in Spain.

Israel

Israel's orange juice production in 1993/94 is forecast at 27,321 tons, 30 percent above the previous season's revised output, due to some recovery in the orange crop after consecutive drought years from 1989/90 to 1991/92. Orange juice exports in 1993/94 are forecast at 22,152 tons, up 9 percent from shipments in 1992/93, due to the expected higher orange juice output.

Italy

Orange juice production is expected to increase 20 percent to 46,170 tons, as more oranges are expected to be delivered to processors, due to reduced prospects for fresh orange exports and the availability of lucrative EU processing subsidies. Exports of orange juice are forecast to increase 13 percent to 26,163 tons, based on larger orange juice supplies. However, Italian orange juice exports are having difficulting competing with lower priced Brazilian juice.

Greece

Greek orange juice production in 1993/94 is forecast at 9,625 metric tons, 4 percent below the 1992/93 output, based on the expected smaller orange crop. Domestic orange juice production is expected to decline for the fourth year in a row, primarily due to strong competition with imported orange juice from Brazil. In general, the price of Greek orange juice is high and the quality is relatively low compared with the imported product. Orange juice exports, which are mainly destined to Eastern Europe, are forecast to decrease from 8,717 tons in 1992/93 to 7,264 tons in 1993/94. Imports are also forecast to decrease in 1993/94, the result of high carry-in stocks and likely stable domestic demand. Imports of orange juice into Greece from third countries are subject to a 42 percent tariff (basic 19 percent EU import tariff plus a 23 percent countervailing charge).

Morocco

Moroccan orange juice production is forecast to increase 18 percent to 10,500 tons in 1993/94. A larger orange crop combined with the likely improvement in the financial situation of the sole citrus processor in Morocco are the reasons for the expected higher juice production.

Orange juice exports in 1993/94 are forecast at 5,000 tons, up 32 percent from last season's shipments, due to the expected increase in production. Morocco's orange juice is normally exported to the European Union (EU), mainly France and Germany. Under the Agreement of Cooperation with the EU (1976), Moroccan orange juice exports to the EU are subject to an import duty of 5.7 percent, compared to the full rate of 19 percent. As a result of an agreement reached in 1988, this preferred rate for Morocco will be gradually reduced to zero. This gradual reduction and duty free status is limited to 15,000 tons of juice, with packages less than 2 liters limited to 4,500 tons. A bilateral agreement with France currently provides Morocco with a duty free status for exports of juice and concentrate to France.

Turkey

Turkish orange juice production in 1993/94 is forecast at 8,000 tons, down 2 percent from the revised 1992/93 output of 8,200 tons, based on the expected smaller orange crop. Orange juice exports in 1993/94 are forecast to increase to 500 tons, due to an expected increase demand in traditional export markets such as the Netherlands and Cyprus.

Major Importing Countries

Orange juice imports in selected countries in 1993/94 is forecast at 563,872 tons, practically unchanged from imports in 1992/93. Increased demand in Canada, Korea, Japan, and Sweden are expected to more than offset a likely sharp decrease in German imports of orange juice. Strong competition from other lower priced fruit juices combined with the continued economic recession are the reasons for reduced import prospects for Germany. The uncertain economic recovery in other markets such as Japan, will have an important impact on imports.

Germany

Imports of orange juice in 1994 are forecast to drop 7 percent to 244,828 tons, based on increased competition from other fruit juices. For example, with an above average apple crop in 1993 and apple juice concentrates in ample supply,orange juice is expected to face stiff competition from apple juice. Brazil is the most important supplier of orange juice to Germany, accounting for about 90 percent of total imports. The United States is a residual supplier of less than 1 percent of total German orange juice imports.

Japan

Japan's imports of orange juice in 1993/94 are forecast to approximate the 1992/93 level. In recent years, Japanese consumer demand for orange juice has grown significantly. Moreover, with the removal of quotas in April, 1992, this trend has been amplified. However, inexpensive orange juice, much of it from Brazil, has triggered a price war. This situation is making it difficult for local importers to profitably handle any juice product, thus leading to slower import demand for juices. The continuing recession in Japan is also a complicating factor for higher sales of juices. In addition, a cold, wet summer in 1993 depressed sales of all beverages, including orange juice.

Brazil is now able to stock orange juice in Japan. During the first 5 months of 1993, orange juice imports jumped partly because of the opening in May of a Brazilian orange juice storage terminal (storage capacity is 20,000 tons) in the Pacific coast of Toyohashi. The subsequent opening of a 3,500 ton capacity storage terminal in Ibaragi, east of Tokyo, further stimulated imports. With large stocks in these terminals and the unexpectedly cool summer of 1993, orange juice concentrate is in an oversupply situation.

Korea

Korean orange juice imports in 1993/94 are forecast at 51,000 tons, up 23 percent from last season's imports. Lower carry-in stocks and increasing consumption are the reasons for likely higher imports. Brazil and the United States are the leading suppliers of orange juice to Korea, respectively accounting for 80 and 18 percent of total Korean imports in 1992. Prior to the Uruguay Round, orange juice was scheduled to be liberalized by 1997 at the latest under Korea's Balance of Payments (BOP) agreement. However, Korea's Uruguay Round concessions are expected to increase access to that market at a faster rate.

Sweden

Sweden's orange juice imports in 1993/94 are forecast at 18,000 tons, up 5 percent from the 1992/93 level. Although Brazil is the main supplier, imports from the United States have been increasing in recent years. U.S. orange juice share in Sweden's market has increased from 6 percent in 1990/91 to 16 percent in 1992/93. The main reason for the increased imports from the United States is that price of U.S. product has decreased in the last three years.

Major Producers in the Southern Hemisphere

There are no major changes from last reported (see December issue of Horticultural Products Review for latest Brazilian statistics). It is still too early to make reliable forecasts for the Southern Hemisphere countries in 1993/94 (1994 harvest).

(For further information on supply, distribution, and trade, contact Samuel Rosa at (202) 720-9792 or Joseph Somers at (202) 720-2974. For information on U.S. marketing opportunities, contact Robert Tisch at (202) 720-0898. For information on production, contact Kelly Flowers at (202) 720-6791.)

Table 1
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING COUNTRIES IN NORTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Greece 3/						
1988/89	1,598	7,863	5,448	6,356	4,903	3,650
1989/90	3,650	12,431	5,938	10,896	5,630	5,493
1990/91	5,493	10,660	7,264	11,804	5,811	5,803
1991/92	5,802	10,351	5,993	7,264	8,172	6,710
1992/93	6,710	9,988	5,448	8,717	8,172	5,257
1993/94 F	5,257	9,625	4,540	7,264	8,172	3,986
Israel 4/ 5/						
1988/89	554	35,628	7,384	35,443	4,430	3,692
1989/90	3,692	60,733	8,307	64,425	4,615	3,692
1990/91	3,692	35,443	7,384	36,920	6,461	3,138
1991/92	3,138	23,998	4,615	21,044	10,153	554
1992/93	554	19,014	7,384	20,306	5,538	1,108
1993/94 F	1,108	27,321	5,538	22,152	9,230	2,584
Italy 6/						
1988/89	12,312	50,479	2,001	16,160	16,929	31,703
1989/90	31,703	44,939	2,049	22,162	18,516	38,013
1990/91	38,013	30,011	3,461	27,394	20,007	24,084
1991/92	24,084	49,248	4,001	30,780	20,315	26,238
1992/93	29,709	38,475	2,770	23,085	20,777	27,092
1993/94 F	27,092	46,170	2,309	26,163	20,930	28,477
Mexico 6/						
1988/89	0	33,712	240	32,740	1,212	0
1989/90	0	47,500	250	46,000	1,750	0
1990/91	0	39,000	0	37,200	1,800	0
1991/92	0	14,000	0	6,500	2,000	5,500
1992/93	5,500	18,000	0	21,500	2,000	0
1993/94 F	0	22,000	0	20,000	2,000	0
Morocco 5/						
1988/89	3,647	31,752	0	17,947	1,622	15,830
1989/90	15,830	15,116	0	22,079	2,478	6,389
1990/91	6,389	14,690	0	15,000	3,132	2,947
1991/92	2,947	6,713	0	5,806	2,567	1,287
1992/93	1,287	8,893	0	3,793	1,913	4,474
1993/94 F	4,474	10,500	0	5,000	2,500	7,474

Table 1 (continued)
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING COUNTRIES IN NORTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Spain 7/						
1888/89	3,000	15,000	13,000	16,000	13,000	2,000
1989/90	2,000	18,000	14,000	18,000	15,000	1,000
1990/91	1,000	20,000	19,000	27,000	13,000	0
1991/92	0	33,000	20,000	39,000	10,000	4,000
1992/93	4,000	34,000	16,000	40,000	11,000	3,000
1993/94 F	3,000	34,000	16,000	40,000	11,000	2,000
Turkey 5/						
1988/89	2,000	7,400	0	2,370	6,030	1,000
1989/90	1,000	7,400	0	2,370	5,030	1,000
1990/91	1,000	7,350	0	104	6,246	2,000
1991/92	2,000	8,300	215	434	8,081	2,000
1992/93	2,000	8,200	1,000	250	8,950	2,000
1993/94 F	2,000	8,000	1,000	500	8,500	2,000
United States 8/						
1988/89	150,517	690,084	272,155	52,293	895,158	165,305
1989/90	165,305	463,980	350,050	63,990	755,298	160,047
1990/91	160,047	623,267	232,722	68,590	835,288	112,158
1991/92	112,158	661,495	203,465	76,571	780,129	120,418
1992/93	120,418	858,769	243,482	81,153	987,875	153,641
1993/94 F	153,641	790,000	225,000	85,000	930,000	153,641
TOTAL						
1988/89	173,628	871,918	300,228	179,309	943,285	223,181
1989/90	223,181	670,099	380,594	249,922	808,317	215,635
1990/91	215,635	780,421	269,831	224,012	891,745	150,129
1991/92	150,129	807,105	237,297	182,936	841,417	170,177
1992/93	170,177	995,339	276,084	198,804	1,046,225	196,572
1993/94 F	196,572	947,616	254,387	206,079	992,332	200,163

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
2/ Year refers to marketing period which usually begins in the fall of the Northern Hemisphere and corresponds to the harvesting and marketing period for fresh citrus.
3/ Marketing season begins September 1 of year shown.
4/ Includes orange juice processed from oranges produced in Gaza.
5/ Marketing season begins October 1 of first year shown.
6/ Marketing season begins January 1 of second year shown.
7/ Marketing season begins November 1 of first year shown.
8/ Marketing season begins December 1 of first year shown

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attaches and/or FAS/USDA estimates.

Table 2
ORANGE JUICE: SUPPLY & UTILIZATION
SELECTED IMPORTING COUNTRIES
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports 3/	Exports 4/	Consumption	Ending Stocks
Canada 5/						
1988/89	0	0	79,053	273	78,780	0
1989/90	0	0	77,000	162	76,838	0
1990/91	0	0	78,000	160	77,840	0
1991/92	0	0	68,675	150	68,525	0
1992/93	0	0	68,000	150	67,850	0
1993/94 F	0	0	70,000	150	69,850	0
Germany 5/						
1988/89	0	0	181,448	25,124	156,324	0
1989/90	0	0	193,204	32,565	160,639	0
1990/91 6/	0	0	243,594	27,911	215,683	0
1991/92	0	0	199,859	23,528	176,331	0
1992/93	0	0	263,093	31,222	231,871	0
1993/94 F	0	0	244,828	24,517	220,311	0
Japan 7/ 8/						
1988/89	500	200	18,000	0	16,700	2,000
1989/90	2,000	250	28,000	0	27,250	3,000
1990/91	3,000	200	32,300	0	31,500	4,000
1991/92	4,000	150	50,900	0	51,300	3,750
1992/93	3,750	150	67,250	0	65,550	5,600
1993/94 F	5,600	150	68,000	0	68,750	5,000
Korea 7/						
1988/89	----	----	----	----	----	----
1989/90	----	----	----	----	----	----
1990/91	----	----	----	----	----	----
1991/92	15,591	7,940	46,012	0	58,323	11,220
1992/93	11,220	14,673	41,540	0	60,000	7,433
1993/94	7,433	11,000	51,000	0	62,000	7,433
The Netherlands 5/						
1988/89	0	0	107,478	76,623	30,855	0
1989/90	0	0	70,057	37,478	32,579	0
1990/91	0	0	122,386	87,911	34,475	0
1991/92	0	0	105,149	70,674	34,475	0
1992/93	0	0	112,044	75,845	36,199	0
1993/94 F	0	0	112,044	75,845	36,845	0

Table 2 (continued)
ORANGE JUICE: SUPPLY & UTILIZATION
SELECTED IMPORTING COUNTRIES
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports 3/	Exports 4/	Consumption	Ending Stocks
Sweden 5/						
1988/89	0	0	17,700	1,000	16,700	0
1989/90	0	0	18,200	497	17,703	0
1990/91	0	0	18,500	500	18,000	0
1991/92	0	0	15,509	233	15,276	0
1992/93	0	0	17,091	102	16,989	0
1993/94 F	0	0	18,000	100	17,900	0
TOTAL						
1988/89	500	200	403,679	103,020	299,359	2,000
1989/90	2,000	250	386,461	70,702	315,009	3,000
1990/91	3,000	200	494,780	116,482	377,498	4,000
1991/92	19,591	8,090	486,104	94,585	404,230	14,970
1992/93	14,970	14,823	569,018	107,319	478,459	13,033
1993/94 F	13,033	11,150	563,872	100,612	475,010	12,433

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus.
3/ Includes Intra-EU trade and transhipments, particularly from the Netherlands to Germany.
4/ Re-exports including Intra-EU trade. Includes re-exports from Canada to the United States (based on United States imports using Bureau of Census data.
5/ Marketing year begins January 1 of second year shown.
6/ Includes all of Germany from 1990/91 season and beyond. Prior years include only West Germany.
7/ Marketing year begins October of first year shown.
8/ Does not include tangerine juice of which Japan annually produces and consumes 23,000 to 30,000 tons of 65 degrees brix.

---- Denotes not available, unknown, not applicable.

Note: Total beginning stocks in 1991/92 do not match with ending stocks in 1990/91 due to the inclusion of Korea.

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attaches and/or FAS/USDA estimates.

Table 3
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING COUNTRIES IN SOUTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Argentina 3/						
1988/89	75	10,000	0	7,295	2,730	50
1989/90	50	14,000	0	10,930	2,720	400
1990/91	400	11,000	0	9,443	1,957	0
1991/92 4/	0	12,000	550	7,900	4,550	100
1992/93 4/	100	14,000	500	8,900	5,500	200
Australia 5/						
1988/89	9,822	22,705	10,993	1,596	30,200	11,724
1989/90	11,724	20,012	5,532	1,636	27,845	7,787
1990/91	7,787	21,468	14,284	988	27,669	14,882
1991/92	14,882	25,033	7,098	978	34,658	11,377
1992/93	11,376	23,724	11,724	977	34,195	11,652
Brazil 5/ 6/						
1988/89	24,000	1,050,000	0	959,000	20,000	95,000
1989/90	95,000	863,000	0	812,000	20,000	126,000
1990/91	126,000	949,000	0	989,000	18,000	68,000
1991/92	68,000	1,145,000	0	1,090,000	18,000	105,000
1992/93	105,000	1,020,000	0	1,020,000	18,000	87,000
South Africa 7/						
1988/89	0	13,730	0	6,369	7,361	0
1989/90	0	19,849	0	6,230	13,619	0
1990/91 4/	0	13,450	83	4,945	8,588	0
1991/92 4/	0	14,875	416	1,302	8,600	5,389
1992/93 4/	5,389	14,280	0	8,000	8,700	2,969
TOTAL						
1988/89	33,897	1,096,434	10,993	974,260	60,290	106,774
1989/90	106,774	916,861	5,532	837,101	57,879	134,187
1990/91 4/	134,187	993,882	14,360	1,003,995	55,552	82,882
1991/92 4/	82,882	1,195,762	8,032	1,100,080	65,146	121,450
1992/93 4/	121,450	1,070,904	12,224	1,037,261	65,725	101,592

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus. For the Southern Hemisphere, orange harvest occurs entirely during the second year shown.
3/ Marketing season begins January 1 of year shown.
4/ Revised
5/ Marketing season begins July 1 of second year shown.
6/ Includes small quantities of tangerine juice.
7/ Marketing season begins February 1 of second year shown.

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attaches and/or FAS/USDA estimates.

Table 4
U.S. EXPORTS OF ORANGE JUICE
MARKETING YEARS 1988/89-1992/93 1/
Metric Tons, 65 Degrees Brix

Destination	1988/89	1989/90	1990/91	1991/92	1992/93
North America					
Canada	12,786	32,415	31,292	30,013	27,610
Mexico	42	336	147	374	241
Subtotal	12,828	32,751	31,439	30,387	27,851
The European Union (EU)					
France	3,590	5,496	6,674	9,619	9,577
Belgium/Luxembourg	241	723	1,094	1,032	4,601
The Netherlands	1,986	697	709	423	4,255
United Kingdom	829	479	525	2,311	3,131
Greece	1,670	1,990	2,462	2,848	2,045
Other	1,657	980	1,260	1,070	1,120
Subtotal	9,973	10,365	12,724	17,303	24,730
Other Western Europe					
Norway	1,404	1,655	1,636	2,059	2,589
Sweden	843	756	778	793	1,385
Other	1,446	1,369	877	1,016	922
Subtotal	3,693	3,780	3,291	3,868	4,896
Asia					
Japan	7,898	4,489	8,106	11,925	7,773
South Korea	7,544	3,914	4,390	3,821	6,058
Hong Kong	1,741	2,108	2,331	2,282	2,407
Taiwan	2,195	1,904	1,852	2,197	2,144
Other	1,511	1,472	1,696	1,593	1,106
Subtotal	20,889	13,887	18,375	21,818	19,488
Other Countries	4,909	3,207	2,761	3,195	4,188
Grand Total	52,292	63,990	68,590	76,571	81,153

1/ Marketing season begins December of first year shown.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
NOV 1993

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)	MT										
TAIWAN		10,736	12,573	54,045	41,642	113,733	8,647	10,802	38,419	33,183	75,230
MEXICO		3,641	2,287	18,061	20,390	99,364	1,763	1,355	8,251	11,226	49,551
CANADA		6,599	7,289	34,469	31,997	83,089	3,751	5,085	25,159	23,658	55,313
HONG KONG		3,725	4,442	17,803	19,856	47,234	2,089	2,345	10,549	11,915	27,786
OTHER		25,562	32,347	68,195	80,660	145,925	16,040	17,639	45,491	46,183	92,820
Subtotal:-----		50,264	58,938	192,573	194,545	489,346	32,289	37,225	127,868	126,165	300,700
FR. PEARS(JUL)	MT										
CANADA		3,846	4,534	22,401	22,745	34,899	2,966	3,244	15,253	14,939	25,100
MEXICO		2,036	3,190	12,671	15,684	34,222	1,013	1,641	6,023	8,245	17,370
TAIWAN		751	799	1,997	1,433	6,157	532	488	1,434	906	4,145
SWEDEN		3,503	1,838	4,558	3,459	5,790	1,542	754	2,010	1,446	2,657
OTHER		3,953	4,134	9,694	9,905	19,289	1,993	2,307	5,695	5,586	11,673
Subtotal:-----		14,089	14,494	51,320	53,226	100,358	8,046	8,435	30,415	31,122	60,944
APRICOTS(MAY)	MT										
CANADA		20	0	3,022	2,955	3,091	31	0	3,414	3,943	3,508
MEXICO		0	0	479	1,501	497	0	0	370	1,172	394
EU		0	0	463	309	464	0	0	1,259	949	1,263
UNITED KINGDOM		0	0	425	224	426	0	0	1,114	748	1,118
OTHER		24	0	404	305	440	44	0	565	454	630
Subtotal:-----		45	0	4,367	5,070	4,492	75	0	5,608	6,517	5,794
FR CHERRIES(MAY)	MT										
JAPAN		0	1	12,144	12,421	12,162	0	7	61,981	77,247	61,991
CANADA		9	10	9,537	6,193	9,607	26	25	17,929	13,281	18,106
EU		0	1	3,226	1,900	3,521	0	4	10,975	6,905	11,520
UNITED KINGDOM		0	0	2,634	1,240	2,634	0	0	8,726	4,587	8,726
HONG KONG		18	0	2,553	1,816	2,553	10	0	5,643	5,494	5,643
TAIWAN		0	0	2,081	2,121	2,082	0	0	4,209	4,675	4,211
OTHER		7	0	1,026	780	1,073	9	0	3,297	2,610	3,381
Subtotal:-----		34	12	30,566	25,232	30,998	45	36	104,033	110,212	104,852
PEACH-NECTRN(MAY)	MT										
CANADA		25	18	49,935	46,650	51,461	26	17	41,954	43,140	44,175
MEXICO		152	0	8,871	6,190	8,975	85	0	4,753	3,361	4,857
TAIWAN		0	0	5,476	4,194	5,476	0	0	5,178	4,269	5,178
OTHER		43	145	3,616	4,345	3,773	24	88	3,287	3,787	3,400
Subtotal:-----		220	163	67,898	61,379	69,686	135	105	55,172	54,557	57,610
PLUM-PRUNES(MAY)	MT										
CANADA		151	0	24,563	22,395	25,485	114	0	19,479	22,222	20,756
TAIWAN		31	0	21,848	13,733	21,848	28	0	15,071	12,198	15,071
HONG KONG		16	0	8,470	7,995	8,470	31	0	6,609	6,825	6,609
EU		356	0	5,673	2,159	5,771	279	0	4,460	2,080	4,574
UNITED KINGDOM		356	0	5,087	2,089	5,154	279	0	4,127	1,973	4,172
OTHER		120	0	5,933	7,395	6,115	80	0	4,647	5,617	4,845
Subtotal:-----		674	0	66,487	53,677	67,689	532	0	50,266	48,942	51,855
FR AVOCADOS(OCT)	MT										
EU		0	133	0	330	5,269	0	166	0	336	5,644
CANADA		113	201	236	457	5,165	126	247	289	533	4,492
JAPAN		29	144	74	265	3,234	33	117	195	227	3,387
FRANCE		0	58	0	154	2,832	0	47	0	124	2,734
UNITED KINGDOM		0	55	0	98	1,854	0	103	0	146	2,086
OTHER		2	4	2	12	517	4	7	4	15	701
Subtotal:-----		145	481	313	1,064	14,186	163	537	488	1,111	14,224
FR KIWIFRUIT(OCT)	MT										
TAIWAN		235	0	287	0	3,554	364	0	444	0	5,702
CANADA		586	455	725	675	3,387	794	544	1,017	838	4,298
KOREA, REPUBLIC		0	206	0	209	538	0	376	0	388	798
OTHER		93	56	151	63	880	88	85	167	93	1,274
Subtotal:-----		914	716	1,163	946	8,359	1,246	1,004	1,629	1,319	12,071
FRESH GRAPES (MAY)	MT										
CANADA		6,393	8,255	96,862	102,368	104,410	8,656	11,359	93,066	111,271	103,958
HONG KONG		2,322	2,362	17,791	17,212	19,431	2,704	3,510	19,281	19,580	21,566
TAIWAN		294	1,571	14,195	11,703	14,944	306	2,319	14,992	15,590	16,199
OTHER		10,731	15,475	40,800	48,972	48,367	12,498	18,014	53,337	61,221	62,401
Subtotal:-----		19,741	27,663	169,647	180,255	187,152	24,165	35,202	180,676	207,662	204,124
FR STRAWBRIS(JAN)	MT										
CANADA		391	707	35,044	35,017	35,539	995	1,262	48,690	47,486	50,006
EU		23	153	3,951	2,296	3,961	96	364	11,563	4,880	11,593
JAPAN		340	550	3,554	3,967	3,578	1,877	2,878	18,270	20,763	18,357
UNITED KINGDOM		3	78	2,495	1,666	2,499	12	164	7,032	3,396	7,040
OTHER		43	170	3,302	4,386	3,309	113	210	4,726	4,392	4,776
Subtotal:-----		797	1,580	45,851	45,665	46,386	3,081	4,714	83,250	77,520	84,731
FR ORNG INC TMPL(NOV)	MT										
CANADA		20,304	18,544	20,304	18,544	206,881	10,832	11,106	10,832	11,106	100,853
JAPAN		2,669	3,369	2,669	3,369	161,786	1,531	2,539	1,531	2,539	87,734
HONG KONG		7,445	1,972	7,445	1,972	128,569	3,192	1,187	3,192	1,187	61,277
OTHER		1,121	959	1,121	959	59,112	622	610	622	610	29,713
Subtotal:-----		31,539	24,845	31,539	24,845	556,348	16,176	15,442	16,176	15,442	279,578
FR GRPFRT(SEP)	MT										
JAPAN		11,497	14,415	27,770	25,771	222,775	6,512	8,844	17,480	16,271	108,744
EU		11,503	16,149	26,672	22,368	116,865	5,685	7,787	13,368	11,340	61,288
CANADA		7,679	8,569	17,704	20,089	69,444	3,825	3,776	9,599	9,935	34,612
FRANCE		4,269	6,837	11,997	9,576	51,050	2,126	3,243	5,873	5,079	25,344
NETHERLANDS		3,006	4,343	7,605	6,315	29,021	1,507	2,201	3,989	3,208	14,005
OTHER		1,529	1,282	2,801	2,259	31,919	843	656	1,476	1,206	15,609
Subtotal:-----		32,208	40,416	74,947	70,488	441,003	16,865	21,062	41,923	38,751	220,253
FRESH FRUIT											
FR TANGERINES(NOV)	MT										
CANADA		2,291	2,145	2,291	2,145	8,616	2,030	1,955	2,030	1,955	7,582
EU		0	0	0	0	648	0	0	0	0	506
OTHER		11	0	11	0	180	32	0	32	0	254
Subtotal:-----		2,302	2,145	2,302	2,145	9,444	2,063	1,955	2,063	1,955	8,342

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NOV 1993

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED FRUIT											
CND PEACH&NECT(JUN)	MT										
JAPAN		559	457	2,359	2,716	5,812	650	497	2,663	3,030	6,391
CANADA		251	207	1,033	1,331	2,691	303	244	1,265	1,539	3,212
TAIWAN		179	27	1,434	1,005	2,460	134	27	1,186	898	2,106
MEXICO		190	56	828	658	1,775	141	44	638	496	1,421
HONG KONG		141	110	942	1,122	1,467	61	84	468	1,033	804
OTHER		342	744	2,246	3,582	5,611	331	533	2,048	3,134	5,033
Subtotal:-----		1,662	1,601	8,842	10,415	19,815	1,621	1,430	8,268	10,131	18,967
CND PEARS(JUN)	MT										
CANADA		139	134	772	739	1,508	155	134	801	746	1,579
EU		0	0	486	44	709	0	0	573	40	886
JAPAN		48	17	160	185	506	57	14	163	206	555
UNITED KINGDOM		0	0	295	0	466	0	0	403	0	662
MEXICO		71	0	173	127	321	73	0	165	121	310
OTHER		175	111	537	339	861	141	92	433	277	740
Subtotal:-----		433	262	2,128	1,434	3,905	426	241	2,136	1,390	4,071
CND PNEAPL(JAN)	MT										
JAPAN		126	31	2,588	1,256	2,742	153	28	2,072	1,198	2,237
CANADA		166	68	1,822	1,222	2,099	139	56	1,598	1,182	1,813
MEXICO		7	53	544	753	618	6	45	463	617	527
EU		21	0	475	370	488	23	0	433	339	447
OTHER		7	13	369	329	410	6	13	321	233	362
Subtotal:-----		326	164	5,798	3,930	6,357	327	143	4,887	3,568	5,386
FRT MIXTURES(JUN)	MT										
CANADA		695	508	2,858	3,154	6,542	848	590	3,996	4,072	8,786
JAPAN		143	350	1,567	3,248	4,708	170	471	1,825	3,757	5,512
HONG KONG		324	418	2,109	2,407	3,753	202	451	1,480	2,511	3,071
PHILIPPINES		408	63	1,765	863	3,337	327	67	1,784	1,026	3,489
SAUDI ARABIA		845	225	2,200	949	3,096	826	269	1,502	1,133	2,496
SINGAPORE		302	215	1,570	1,420	2,662	286	234	1,552	1,553	2,833
OTHER		1,309	574	5,719	3,575	10,797	1,341	789	5,674	4,481	11,198
Subtotal:-----		4,026	2,354	17,787	15,615	34,896	4,000	2,871	17,813	18,533	37,386
DRIED FRUIT											
DRD RAISINS(AUG)	MT										
EU		3,355	4,536	23,146	21,720	56,420	4,360	6,786	30,495	32,432	76,224
UNITED KINGDOM		1,286	1,657	10,579	10,932	25,585	1,664	2,907	14,091	16,912	35,568
JAPAN		637	1,765	7,135	8,432	23,290	845	2,577	9,208	12,567	31,573
GERMANY		946	1,531	5,127	4,853	13,256	1,138	1,709	6,716	6,454	17,158
CANADA		851	1,081	4,981	4,750	10,832	1,638	2,271	10,514	10,438	22,715
DENMARK		452	699	3,471	2,809	7,205	588	1,105	4,162	4,044	8,998
OTHER		3,099	3,160	18,240	14,566	35,256	4,407	5,418	23,464	23,768	49,675
Subtotal:-----		7,941	10,541	53,502	49,468	125,798	11,251	17,052	73,681	79,205	180,188
DRD PRUNES(AUG)	MT										
EU		4,161	2,165	18,572	11,213	48,625	5,984	5,190	26,694	25,087	69,456
GERMANY		1,432	714	5,326	3,111	17,419	1,787	1,852	6,551	7,211	21,920
JAPAN		1,276	1,358	5,485	5,227	15,311	2,024	3,166	8,533	11,233	25,815
ITALY		1,143	605	4,753	3,141	11,874	1,995	1,551	8,613	8,021	20,608
UNITED KINGDOM		630	301	2,332	1,547	7,498	705	602	2,858	2,447	9,401
CANADA		415	328	1,666	1,846	5,052	965	846	3,757	4,180	10,820
OTHER		1,850	1,981	9,248	7,267	18,937	2,497	4,111	13,293	14,933	28,288
Subtotal:-----		7,702	5,832	34,971	25,554	87,925	11,469	13,313	52,276	55,434	134,380
FRUIT JUICES(SSE)											
ORANGE JU CNC (DEC)	KL										
CANADA		8,454	1,715	134,664	99,111	134,664	3,850	2,999	59,896	46,741	59,896
EU		3,279	4,115	59,747	107,753	59,747	1,183	1,808	22,463	42,269	22,463
JAPAN		3,049	1,658	58,911	37,807	58,911	1,182	776	27,359	15,138	27,359
FRANCE		1,836	2,401	28,821	42,560	28,821	693	997	10,487	18,467	10,487
KOREA, REPUBLIC		2,381	1,156	20,070	30,421	20,070	1,179	1,818	10,223	13,872	10,223
OTHER		4,337	3,893	58,858	64,198	58,858	1,715	1,504	24,095	22,064	24,095
Subtotal:-----		21,499	12,537	332,249	339,290	332,249	9,109	8,905	144,036	140,085	144,036
ORNG JU NTCNC(DEC)	KL										
EU		2,289	2,120	32,366	23,888	32,366	1,385	1,280	23,181	15,598	23,181
CANADA		3,603	4,816	25,104	47,869	25,104	2,975	3,343	26,893	34,699	26,893
FRANCE		1,325	376	22,387	8,423	22,387	885	263	16,005	5,770	16,005
UNITED KINGDOM		951	321	9,038	5,108	9,038	495	187	6,543	3,071	6,543
JAPAN		150	145	4,571	3,571	4,571	117	138	3,516	2,526	3,516
OTHER		1,493	1,123	13,320	17,386	13,320	1,158	1,033	10,540	15,184	10,540
Subtotal:-----		7,535	8,204	75,361	92,714	75,361	5,635	5,794	64,130	68,006	64,130
GRPFRT JU CNC (DEC)	KL										
JAPAN		1,850	418	30,946	28,127	30,946	1,329	746	21,895	19,417	21,895
EU		463	97	15,201	20,014	15,201	217	44	6,701	9,297	6,701
CANADA		748	190	10,773	7,066	10,773	539	318	7,757	5,268	7,757
NETHERLANDS		6	0	5,605	7,935	5,605	3	0	2,337	3,861	2,337
UNITED KINGDOM		310	0	4,866	3,785	4,866	146	0	2,044	1,353	2,044
OTHER		141	92	1,982	2,390	1,982	97	45	1,118	1,376	1,118
Subtotal:-----		3,202	797	58,902	57,597	58,902	2,182	1,153	37,471	35,358	37,471
FRESH VEGETABLES											
FR ASPARAGUS(OCT)	MT										
CANADA		143	91	285	216	9,868	429	278	791	603	21,592
JAPAN		60	91	64	128	7,498	27	153	36	201	29,584
EU		0	4	18	4	1,866	0	6	31	6	5,507
SWITZERLAND		0	2	0	2	1,794	0	4	0	4	4,985
OTHER		0	0	0	0	264	0	0	0	0	846
Subtotal:-----		203	187	368	349	21,289	456	440	858	813	62,514
FR ONIONS(OCT)	MT										
CANADA		7,943	8,097	13,500	14,708	117,151	2,901	3,546	5,402	5,797	47,955
JAPAN		304	195	1,635	1,836	28,107	92	56	344	449	9,044
MEXICO		4,813	1,898	13,700	6,714	21,278	1,512	553	4,215	1,972	6,759
OTHER		3,099	2,028	5,435	4,542	16,469	1,356	909	2,136	1,894	8,083
Subtotal:-----		16,160	12,218	34,270	27,800	183,006	5,860	5,064	12,097	10,111	71,841

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COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED VEGETABLES											
CND SWT CORN(AUG)	MT										
EU		5,945	2,467	18,759	14,807	55,436	4,130	1,693	13,624	10,248	39,589
JAPAN		5,025	6,225	16,289	20,319	50,125	3,897	5,124	12,919	16,276	39,778
UNITED KINGDOM		2,107	595	8,479	3,394	21,814	1,470	430	6,140	2,387	15,301
GERMANY		1,901	1,184	4,830	5,536	17,723	1,414	792	3,587	3,910	12,902
TAIWAN		2,002	1,004	6,098	4,782	17,512	1,844	868	5,668	4,114	15,497
HONG KONG		2,135	1,587	6,740	5,379	15,846	1,159	1,257	3,424	4,175	8,313
OTHER		2,230	2,829	9,525	9,894	33,205	1,726	2,284	7,297	8,012	25,641
Subtotal:-----		17,336	14,113	57,412	55,180	172,124	12,757	11,226	42,931	42,826	128,818
CND TOM PAS(JUL)	MT										
CANADA		4,329	3,743	22,238	20,662	46,004	3,291	3,009	17,983	17,985	38,098
KOREA, REPUBLIC		204	708	2,638	2,034	4,638	181	610	2,176	2,024	3,875
JAPAN		468	262	1,407	3,289	3,835	342	227	1,028	2,425	2,842
PHILIPPINES		344	2	1,549	1,501	3,517	235	3	1,079	1,090	2,434
OTHER		788	1,444	2,807	9,937	8,816	543	1,170	2,227	7,923	7,157
Subtotal:-----		6,133	6,159	30,639	37,422	66,811	4,591	5,019	24,494	31,447	54,406
CND TOM SAUCE(JUL)	MT										
CANADA		3,178	3,892	16,825	20,045	46,201	3,253	4,222	17,173	20,400	45,466
MEXICO		469	381	2,281	2,347	6,169	348	255	1,480	1,530	3,913
JAPAN		528	461	2,178	2,305	5,500	453	608	1,843	2,301	4,941
OTHER		662	2,474	5,690	6,063	11,559	893	2,297	5,542	6,220	11,773
Subtotal:-----		4,838	7,208	26,973	30,759	69,428	4,947	7,381	26,039	30,451	66,093
FRZN VEGETABLES											
FZN SWT CORN(JUL)	MT										
JAPAN		3,736	3,763	15,161	18,156	35,306	3,254	3,358	13,273	15,914	30,277
AUSTRALIA		518	496	2,606	3,575	5,498	389	380	1,772	2,549	4,164
HONG KONG		543	407	2,339	2,102	4,516	325	309	1,599	1,475	3,163
MEXICO		260	110	1,265	771	3,366	163	69	807	471	2,114
CANADA		321	198	1,763	870	3,041	236	157	1,270	624	2,133
OTHER		577	637	2,926	3,227	8,026	496	572	2,292	2,838	6,687
Subtotal:-----		5,955	5,612	26,061	28,701	59,754	4,863	4,846	21,013	23,870	48,538
FZN F FRY(JUL)	MT										
JAPAN		11,043	12,459	53,126	55,682	123,736	7,413	8,686	36,741	38,979	86,084
KOREA, REPUBLIC		1,317	869	5,252	6,339	13,959	1,106	566	4,351	4,110	10,376
HONG KONG		1,103	1,037	4,490	4,856	11,260	677	645	2,817	3,116	7,107
OTHER		4,272	6,236	21,165	30,477	53,587	3,235	4,656	15,522	22,041	40,111
Subtotal:-----		17,735	20,602	84,034	97,353	202,543	12,431	14,553	59,430	68,247	143,678
TREE NUTS											
ALMONDS UNSH(JUL)	MT										
INDIA		1,341	230	4,658	2,749	8,926	1,903	705	7,118	7,709	14,037
JAPAN		328	785	1,785	2,277	3,905	904	1,930	5,263	5,137	11,168
EU		0	247	724	650	1,108	0	356	998	1,141	1,832
OTHER		384	313	1,371	1,137	2,374	792	736	2,936	2,666	5,626
Subtotal:-----		2,053	1,575	8,539	6,813	16,313	3,599	3,727	16,316	16,653	32,664
ALMND SH/PREP(JUL)	MT										
EU		3,995	5,981	46,347	39,070	95,640	13,299	27,429	148,886	160,842	316,044
GERMANY		2,038	2,754	23,304	19,522	47,451	6,512	12,476	71,669	79,755	151,505
JAPAN		2,701	2,418	9,563	8,694	19,947	9,273	13,121	34,774	40,980	74,387
UNITED KINGDOM		290	886	5,601	5,136	12,584	1,108	3,882	18,240	19,806	40,895
NETHERLANDS		478	855	6,179	4,683	12,274	1,751	4,150	22,381	20,830	44,608
CANADA		1,516	1,220	5,372	5,088	9,996	4,725	5,149	18,081	20,197	34,463
OTHER		4,521	4,176	20,126	19,656	42,887	15,100	17,482	66,248	81,083	139,537
Subtotal:-----		12,733	13,795	81,406	72,508	168,469	42,398	63,180	267,989	303,101	564,432
WALNUTS SH(AUG)	MT										
EU		1,370	2,740	7,474	4,755	8,339	3,962	5,524	18,113	9,945	20,982
JAPAN		311	576	983	1,903	3,843	1,037	3,188	4,002	10,329	16,726
GERMANY		96	52	2,844	669	3,280	285	133	5,636	1,520	7,106
CANADA		315	410	1,017	782	2,353	1,175	1,072	3,840	2,712	9,456
SPAIN		454	359	1,749	898	1,807	1,387	938	4,459	2,290	4,833
ITALY		230	1,226	1,009	1,519	1,013	474	2,290	2,048	2,954	2,074
OTHER		503	699	2,095	1,818	4,023	1,686	2,634	6,798	7,662	14,533
Subtotal:-----		2,500	4,425	11,569	9,258	18,558	7,860	12,417	32,753	30,649	61,696
WALNUTS UNSH(AUG)	MT										
EU		2,471	5,909	30,290	32,267	30,827	4,765	10,500	60,710	61,515	61,544
SPAIN		1,851	1,803	9,974	8,699	9,993	3,657	3,228	19,567	16,547	19,606
GERMANY		79	1,406	6,521	7,805	6,675	111	2,520	13,290	14,812	13,521
NETHERLANDS		38	630	5,522	8,414	5,551	77	862	11,560	16,107	11,635
ITALY		349	1,362	4,409	4,720	4,501	649	2,699	8,678	9,295	8,853
OTHER		1,359	1,848	4,344	5,310	6,371	3,029	3,795	9,164	11,546	13,918
Subtotal:-----		3,830	7,757	34,634	37,578	37,199	7,794	14,295	69,874	73,062	75,463
HOPS&PRODUCTS											
HOP PELTS(SEP)	MT										
BRAZIL		406	0	563	290	1,369	1,796	0	2,404	1,399	6,191
CANADA		99	116	184	245	1,041	652	755	1,200	1,657	7,124
EU		119	138	125	196	724	741	1,075	820	1,435	4,588
MEXICO		36	0	103	0	483	258	0	672	0	3,291
COLOMBIA		176	0	443	54	443	1,057	0	3,510	322	3,510
GERMANY		24	28	30	41	335	185	195	264	286	1,819
OTHER		74	37	206	86	1,053	408	140	1,206	362	5,984
Subtotal:-----		909	291	1,624	869	5,113	4,912	1,971	9,812	5,176	30,688
HOP EXTRACT(SEP)	MT										
EU		173	102	349	297	1,458	2,810	1,633	5,104	4,791	24,964
GERMANY		117	42	200	127	710	2,081	807	2,992	1,521	11,849
MEXICO		86	87	163	346	706	1,695	1,627	4,239	3,843	12,127
BRAZIL		190	10	227	109	402	826	135	1,435	1,486	3,040
NETHERLANDS		35	4	76	74	278	439	98	1,010	2,001	5,119
KOREA, REPUBLIC		0	12	0	13	258	0	250	0	269	2,668
OTHER		157	86	384	279	1,081	3,468	1,716	9,477	6,306	22,356
Subtotal:-----		606	296	1,123	1,045	3,905	8,799	5,360	20,255	16,694	65,154
HOPS,NSPF(SEP)	MT										
EU		450	9	823	310	2,073	2,380	97	4,558	1,524	10,842
GERMANY		373	0	522	178	1,662	1,900	0	2,755	751	8,379
UNITED KINGDOM		63	2	208	125	305	333	18	1,282	693	1,856
JAPAN		18	24	42	25	206	50	192	217	197	1,149
OTHER		27	36	79	71	333	618	471	1,093	885	4,091
Subtotal:-----		495	69	944	404	2,612	3,048	759	5,869	2,605	16,082
WINE											
GRAPE WINE(JAN)	KL										
EU		3,452	1,642	38,954	43,297	41,289	5,341	2,960	58,715	63,349	62,260
CANADA		3,581	3,123	31,840	30,138	34,117	4,904	4,262	40,046	41,017	43,469
UNITED KINGDOM		2,664	576	22,479	23,149	23,432	4,150	1,095	35,297	37,043	36,943
JAPAN		1,150	1,100	16,774	11,708	17,760	1,649	1,562	22,145	16,737	23,566
OTHER		2,036	2,570	24,477	24,009	27,265	2,780	3,932	32,462	32,561	36,098
Subtotal:-----		10,220	8,436	112,045	109,152	120,432	14,674	12,716	153,369	153,664	165,394

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
NOV 1993

COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		0	0	284	2,296	28,513	0	0	333	2,674	30,602
CANADA		5,845	2,994	20,615	16,823	46,611	1,978	1,846	6,946	6,461	16,772
OTHER		2	0	5,062	10,365	35,277	2	0	3,030	5,947	18,006
Subtotal:-----		5,847	2,994	25,961	29,485	110,401	1,979	1,846	10,309	15,082	65,380
FR PEARS(JUL)	MT										
CHILE		0	0	0	143	44,689	0	0	0	43	14,858
ARGENTINA		0	0	0	0	14,604	0	0	0	0	9,230
OTHER		516	661	1,698	1,599	5,479	986	2,200	4,263	4,020	8,178
Subtotal:-----		516	661	1,698	1,742	64,772	986	2,200	4,263	4,063	32,266
APRICOT (MAY)	MT										
CHILE		22	9	22	9	699	14	7	14	7	441
NEW ZEALAND		0	0	0	0	158	0	0	0	0	405
OTHER		18	0	20	66	55	48	0	52	108	132
Subtotal:-----		39	9	41	74	911	62	7	66	115	978
PEACH-NEC(MAY)	MT										
CHILE		501	666	501	666	40,869	326	456	326	456	25,810
OTHER		0	0	835	214	1,088	0	0	600	182	997
Subtotal:-----		501	666	1,336	880	41,956	326	456	925	638	26,807
PLUM-PRUNE(MAY)	MT										
CHILE		100	62	481	73	23,893	62	45	291	57	15,116
OTHER		4	9	74	92	98	3	8	65	90	80
Subtotal:-----		104	71	554	164	23,990	65	53	356	148	15,196
FRESH GRAPES (MAY)	MT										
CHILE		537	533	5,485	2,622	284,846	527	560	3,586	2,143	207,103
MEXICO		0	0	37,056	41,305	37,056	0	0	67,144	55,211	67,144
OTHER		33	123	1,670	545	2,023	38	160	594	336	854
Subtotal:-----		570	656	44,211	44,472	323,924	565	719	71,323	57,690	275,101
FR RASPBRY(JAN)	MT										
CANADA		0	20	6,261	5,111	6,261	0	46	7,460	9,275	7,460
OTHER		3	31	513	566	620	7	173	980	1,104	1,152
Subtotal:-----		3	51	6,775	5,677	6,881	7	218	8,440	10,379	8,612
FR STRAWBRIS(JAN)	MT										
MEXICO		390	223	8,396	12,105	9,238	630	274	10,071	16,967	11,127
OTHER		530	492	1,042	891	1,558	1,793	1,264	2,683	2,125	3,978
Subtotal:-----		920	715	9,438	12,996	10,797	2,423	1,538	12,754	19,092	15,106
FR BANANA(JAN)	MT										
COSTA RICA		79,212	71,936	872,046	863,615	954,484	23,771	20,902	256,802	256,088	280,981
ECUADOR		67,945	60,445	827,780	705,114	896,248	19,732	15,226	239,228	191,298	258,793
OTHER		161,688	171,639	1,548,392	1,674,155	1,680,494	40,321	44,182	449,589	472,791	482,305
Subtotal:-----		308,845	304,020	3,248,219	3,242,885	3,531,226	83,824	80,311	945,619	920,177	1,022,079
FR MANGO(JAN)	MT										
MEXICO		0	0	68,255	94,439	68,255	6	0	62,815	71,626	62,815
OTHER		616	1,311	5,832	15,033	8,125	538	1,908	6,407	13,988	8,672
Subtotal:-----		616	1,311	74,087	109,473	76,380	544	1,908	69,221	85,614	71,487
FR PINAPLE(JAN)	MT										
COSTA RICA		4,417	5,850	53,678	66,513	58,169	2,059	2,335	25,107	28,669	27,337
HONDURAS		3,221	2,887	29,451	24,822	31,369	874	794	8,318	7,083	8,830
OTHER		2,340	1,352	30,076	24,543	32,020	600	394	6,967	6,612	7,476
Subtotal:-----		9,978	10,090	113,205	115,878	121,559	3,533	3,523	40,391	42,363	43,643
FR CANTLPE(MAY)	MT										
MEXICO		11,258	4,068	60,530	24,454	104,864	4,155	1,934	19,102	7,127	29,666
COSTA RICA		214	0	1,944	3,288	35,094	54	0	1,045	1,961	19,796
HONDURAS		271	55	5,391	4,371	55,437	60	10	1,244	1,083	14,510
OTHER		7,699	7,874	13,355	11,230	45,451	1,775	2,439	3,096	3,559	11,533
Subtotal:-----		19,442	11,997	81,220	43,342	240,846	6,045	4,383	24,487	13,730	75,505
FR MELON,OT(MAY)	MT										
MEXICO		8,208	5,970	28,901	21,480	51,787	3,432	2,668	10,069	7,405	17,944
COSTA RICA		0	0	896	871	24,845	0	0	489	314	11,269
OTHER		866	2,813	4,796	4,680	45,268	195	795	1,326	1,459	14,826
Subtotal:-----		9,074	8,783	34,593	27,030	121,899	3,628	3,463	11,884	9,178	44,039
FR ORANGES(NOV)	MT										
AUSTRALIA		0	0	0	0	4,556	0	0	0	0	6,267
OTHER		135	500	135	500	5,795	44	161	44	161	2,007
Subtotal:-----		135	500	135	500	10,350	44	161	44	161	8,274
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU		1,101	1,001	34,412	18,471	35,376	1,295	952	44,775	17,565	45,761
SPAIN		1,101	1,000	34,410	18,451	35,374	1,295	950	44,771	17,545	45,757
CHINA, PEOPLES R		1,124	2,074	22,490	17,935	24,236	947	1,603	22,412	15,017	23,981
OTHER		193	59	2,426	974	2,473	226	53	3,163	1,154	3,219
Subtotal:-----		2,418	3,134	59,329	37,380	62,085	2,467	2,608	70,350	33,736	72,961
CND BLK OLV(NOV)	MT										
EU		890	1,057	890	1,057	12,275	2,044	1,824	2,044	1,824	24,927
SPAIN		806	863	806	863	10,260	1,743	1,435	1,743	1,435	19,913
MOROCCO		306	185	306	185	2,661	529	310	529	310	4,733
OTHER		25	12	25	12	125	35	30	35	30	236
Subtotal:-----		1,221	1,254	1,221	1,254	15,061	2,608	2,164	2,608	2,164	29,896
CND GRN OLV(NOV)	MT										
EU		5,466	4,050	5,466	4,050	41,192	15,567	10,250	15,567	10,250	104,739
SPAIN		5,330	3,939	5,330	3,939	40,160	15,370	10,059	15,370	10,059	102,781
OTHER		117	138	117	138	2,058	226	197	226	197	3,331
Subtotal:-----		5,583	4,189	5,583	4,189	43,249	15,793	10,447	15,793	10,447	108,070
CND PEACH(JUN)	MT										
EU		3,494	1,976	10,405	8,499	20,063	2,620	1,090	7,296	4,913	13,745
GREECE		3,237	1,573	9,809	7,812	19,021	2,440	846	6,867	4,468	12,996
OTHER		6	484	1,442	2,030	1,858	11	242	1,078	1,076	1,363
Subtotal:-----		3,500	2,460	11,847	10,530	21,921	2,631	1,332	8,374	5,989	15,109
CND PINAPLE(JAN)	MT										
THAILAND		7,659	9,140	163,528	160,308	174,077	4,685	4,467	110,237	95,657	117,327
PHILIPPINES		10,449	8,406	111,670	115,520	128,183	6,746	5,761	74,397	79,718	85,738
OTHER		2,967	2,412	31,856	38,762	38,713	1,784	1,157	20,245	15,750	22,242
Subtotal:-----		21,075	19,959	307,053	314,590	340,973	13,215	11,384	204,879	191,125	225,306
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		1,799	1,164	4,260	3,503	10,217	4,291	2,806	10,297	8,573	23,134
OTHER		47	53	107	175	299	88	132	234	418	729
Subtotal:-----		1,846	1,217	4,367	3,678	10,516	4,379	2,938	10,531	8,991	23,863

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
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COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	QUANTITY CURR MO CURR YR	QUANTITY YR TDT LAST YR	QUANTITY YR TDT CURR YR	QUANTITY LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	VALUE CURR MO CURR YR	VALUE YR TDT LAST YR	VALUE YR TDT CURR YR	VALUE LAST YEAR
DATES(SEP)	MT										
PAKISTAN		72	190	141	260	3,720	84	216	146	279	4,036
CHINA, PEOPLES R		5	63	55	63	1,090	5	78	111	78	1,152
OTHER		19	73	165	172	689	20	147	347	383	1,330
Subtotal:-----		94	325	360	494	5,498	110	441	603	740	6,518
DRD FIG(SEP)	MT										
EU		355	256	851	711	969	802	596	2,123	1,685	2,403
GREECE		341	244	830	686	943	751	551	2,051	1,598	2,301
TURKEY		153	260	240	491	1,240	395	557	610	832	1,300
OTHER		107	278	343	1,163	562	52	121	152	554	266
Subtotal:-----		616	793	1,434	2,364	2,771	1,249	1,274	2,885	3,072	3,969
DRD RAISIN(AUG)	MT										
MEXICO		537	468	2,562	2,903	3,662	353	437	1,687	2,578	2,508
CHILE		38	0	350	498	1,441	45	0	411	607	1,774
TURKEY		120	290	378	668	1,526	133	311	408	713	1,655
OTHER		0	16	24	81	87	0	11	50	94	134
Subtotal:-----		695	774	3,315	4,150	6,717	531	759	2,555	3,993	6,070
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
EU		26,915	14,150	59,713	74,674	229,468	8,605	3,532	21,742	17,327	69,762
ARGENTINA		22,376	32,763	118,191	200,321	222,727	6,844	6,044	36,788	38,041	58,379
GERMANY		23,225	11,902	49,574	54,489	186,794	7,405	2,895	16,894	12,811	56,118
OTHER		34,789	33,095	169,436	218,752	369,967	10,464	6,535	58,800	46,907	118,171
Subtotal:-----		84,080	80,008	347,340	493,747	822,162	25,912	16,111	117,330	102,275	246,312
FCOJ(DEC)	KL										
BRAZIL		111,107	172,408	973,422	1,089,726	973,422	19,868	35,170	249,284	190,381	249,284
OTHER		5,933	10,057	102,028	137,517	102,028	1,252	1,839	32,627	25,686	32,627
Subtotal:-----		117,040	182,465	1,075,450	1,227,243	1,075,450	21,119	37,009	281,912	216,066	281,912
GRAPE JU(JAN)	KL										
ARGENTINA		3,367	516	87,064	5,256	90,118	1,390	146	32,244	2,204	33,525
OTHER		5,055	7,850	82,999	116,798	97,332	1,931	2,292	31,850	39,502	36,455
Subtotal:-----		8,422	8,366	170,063	122,054	187,449	3,321	2,437	64,094	41,707	69,979
PNEAPL JUCN(JAN)	KL										
THAILAND		5,378	6,475	123,404	140,881	133,453	1,227	1,023	32,608	27,560	34,845
PHILIPPINES		10,598	8,709	115,618	108,282	128,027	2,209	1,572	23,311	22,216	26,052
OTHER		1,930	1,598	20,977	22,930	23,132	515	455	7,172	6,435	7,942
Subtotal:-----		17,906	16,782	259,998	272,093	284,613	3,952	3,050	63,091	56,212	68,839
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		1,509	3,284	24,257	27,438	28,920	558	1,217	9,229	10,186	10,958
JAPAN		947	0	8,154	9,598	12,935	790	0	3,934	1,894	4,696
OTHER		342	930	4,117	3,123	6,249	148	721	1,796	1,791	2,176
Subtotal:-----		2,799	4,214	36,528	40,159	48,104	1,495	1,939	14,959	13,871	17,830
FROZEN FRUIT											
FZN STRBRY(DEC)	MT										
MEXICO		260	39	19,087	18,446	19,087	233	28	16,855	17,277	16,855
OTHER		78	100	1,378	1,274	1,378	308	281	4,823	3,826	4,823
Subtotal:-----		339	139	20,465	19,720	20,465	541	308	21,678	21,103	21,678
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		273	170	339	186	11,424	249	181	340	195	14,214
OTHER		20	34	48	45	729	26	16	62	32	783
Subtotal:-----		294	204	388	231	12,152	275	197	402	227	14,998
FR CARROT(OCT)	MT										
CANADA		7,902	9,378	15,555	17,543	39,943	1,915	2,168	3,581	3,969	10,429
MEXICO		400	1,317	763	1,863	10,923	64	149	134	316	3,267
OTHER		60	45	81	45	566	46	20	61	20	370
Subtotal:-----		8,363	10,740	16,400	19,451	51,432	2,025	2,337	3,776	4,306	14,067
FR CABBAGE(OCT)	MT										
CANADA		1,786	1,553	3,428	3,495	17,625	311	368	613	870	4,420
MEXICO		358	125	538	797	8,318	43	15	63	105	1,542
OTHER		18	0	18	2	871	4	0	4	2	565
Subtotal:-----		2,162	1,679	3,984	4,294	26,815	358	383	679	977	6,526
FR CELERY(OCT)	MT										
MEXICO		0	450	0	506	11,581	0	136	0	159	4,719
CANADA		21	19	614	363	4,643	5	4	142	112	1,340
OTHER		17	60	34	60	600	3	19	6	19	117
Subtotal:-----		38	530	648	930	16,823	8	159	147	289	6,176
FR CUCMBR(OCT	MT										
MEXICO		20,547	17,078	24,678	19,544	213,505	7,786	3,760	9,326	4,458	76,639
OTHER		356	416	723	764	25,337	242	479	620	906	8,554
Subtotal:-----		20,903	17,494	25,401	20,308	238,842	8,028	4,239	9,945	5,364	85,192
FR CAULFLWR(OCT)	MT										
CANADA		0	12	93	536	3,018	0	5	26	174	998
MEXICO		0	364	0	377	666	0	112	0	115	319
OTHER		0	0	0	0	192	0	0	0	0	133
Subtotal:-----		0	376	93	913	3,876	0	116	26	289	1,449
FR GARLIC(OCT)	MT										
MEXICO		29	25	39	98	10,500	76	61	93	122	11,055
CHINA, PEOPLES R		114	3,700	408	7,156	14,338	94	1,372	300	3,250	7,236
OTHER		60	24	103	255	4,333	57	32	103	177	4,854
Subtotal:-----		203	3,750	550	7,509	29,172	228	1,465	497	3,549	23,145
FR ONION(OCT)	MT										
MEXICO		9,278	9,691	14,717	15,392	192,287	7,697	6,979	14,125	11,410	93,837
OTHER		806	5,465	2,269	9,083	24,451	390	1,766	1,010	2,899	10,015
Subtotal:-----		10,083	15,156	16,986	24,475	216,739	8,087	8,745	15,135	14,309	103,853
FR PEPPERS(OCT)	MT										
MEXICO		4,622	5,813	8,503	9,717	138,708	5,022	5,611	7,867	9,397	134,106
EU		1,230	2,154	2,324	3,990	16,090	3,490	5,601	6,296	8,690	37,118
NETHERLANDS		1,194	2,098	2,254	3,882	15,624	3,386	5,442	6,100	8,436	35,960
OTHER		100	278	326	595	3,994	245	557	663	1,075	6,733
Subtotal:-----		5,952	8,246	11,152	14,302	158,793	8,757	11,770	14,826	19,162	177,957
FR SEED POT(OCT)	MT										
CANADA		2,020	4,346	2,365	4,541	74,524	352	698	425	745	11,499
OTHER		7	10	7	22	137	3	6	3	14	81
Subtotal:-----		2,027	4,356	2,372	4,562	74,661	355	704	428	759	11,579
FR TBL POT(OCT)	MT										
CANADA		16,767	25,327	31,366	46,659	227,512	2,630	5,762	4,885	10,096	38,014
OTHER		0	18	13	18	13	0	11	3	11	3
Subtotal:-----		16,767	25,345	31,379	46,677	227,525	2,630	5,773	4,889	10,108	38,017

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
NOV 1993

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR TOMATO(OCT)	MT										
MEXICO		7,662	18,080	14,956	36,790	365,168	5,839	8,012	9,606	19,293	289,182
OTHER		545	1,055	1,089	2,100	15,744	680	1,551	1,402	3,029	18,273
Subtotal:-----		8,207	19,136	16,045	38,890	380,912	6,520	9,562	11,007	22,322	307,454
FR ASPARG(OCT)	MT										
MEXICO		349	541	669	1,043	22,613	615	1,009	1,132	1,734	31,593
OTHER		1,581	1,867	2,834	3,637	7,239	1,731	2,201	3,188	4,208	7,620
Subtotal:-----		1,930	2,407	3,504	4,681	29,852	2,346	3,209	4,320	5,942	39,213
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		0	C	0	193	20,312	0	0	0	129	14,818
CHILE		327	127	4,781	645	7,176	191	97	2,600	463	4,122
OTHER		529	1,021	2,141	3,213	3,881	372	431	1,471	1,988	2,789
Subtotal:-----		856	1,148	6,922	4,052	31,369	563	528	4,070	2,580	21,730
CND TOM SAUCE(JUL)	MT										
CANADA		1,135	274	1,521	1,926	4,465	621	181	841	1,183	2,499
CHILE		54	121	142	350	2,239	14	72	57	210	1,325
DOMINICAN REPUBL		197	0	887	177	1,627	127	0	573	126	1,050
OTHER		240	101	730	805	1,552	173	81	607	521	1,115
Subtotal:-----		1,626	496	3,281	3,259	9,883	935	335	2,077	2,040	5,989
CND TOMATO(JUL)	MT										
CHILE		1,023	422	7,489	4,762	16,630	392	208	2,936	2,342	7,462
EU		1,512	1,610	6,181	6,264	16,765	546	450	2,661	1,903	6,087
ITALY		1,512	1,610	5,366	6,145	15,560	546	450	2,102	1,857	5,398
OTHER		1,069	1,180	7,848	8,405	11,901	467	444	2,760	2,952	4,363
Subtotal:-----		3,604	3,212	21,517	19,431	45,297	1,406	1,102	8,358	7,197	17,912
CND MSHROOM(JUL)	MT										
INDONESIA		1,579	485	6,957	4,195	15,958	3,678	928	18,194	9,268	39,390
CHINA, PEOPLES R		731	1,316	5,521	5,983	11,240	1,294	2,814	9,617	10,878	19,532
OTHER		1,897	1,709	8,252	7,119	21,018	4,205	4,081	18,726	17,794	45,934
Subtotal:-----		4,207	3,510	20,730	17,297	48,216	9,177	7,822	46,538	37,940	104,856
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		14,730	8,223	39,809	21,106	159,838	9,885	6,147	27,240	14,524	106,192
OTHER		1,980	2,334	6,132	7,476	15,408	1,545	1,435	4,747	4,786	10,933
Subtotal:-----		16,710	10,557	45,941	28,582	175,246	11,430	7,582	31,987	19,310	117,125
FZN CAULFLR(SEP)	MT										
MEXICO		4,104	5,340	8,442	9,799	20,199	3,037	4,484	6,269	8,141	14,433
OTHER		195	383	457	963	1,899	116	157	316	460	1,249
Subtotal:-----		4,300	5,724	8,898	10,761	22,097	3,153	4,641	6,585	8,601	15,682
FZN POTATO(SEP)	MT										
CANADA		8,088	9,601	23,565	30,328	121,553	4,534	5,321	13,209	16,863	66,834
OTHER		53	41	114	93	402	25	32	84	81	259
Subtotal:-----		8,141	9,642	23,679	30,421	121,956	4,559	5,353	13,293	16,944	67,093
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
HONG KONG		0	0	0	0	40	0	0	0	0	81
TURKEY		0	0	4	30	7	0	0	16	84	24
OTHER		0	0	0	0	0	0	0	0	1	2
Subtotal:-----		0	0	4	30	47	0	0	16	85	107
CASHEW NUT(AUG)	MT										
INDIA		1,813	2,539	10,844	11,105	31,066	8,050	10,491	50,239	46,903	136,033
BRAZIL		3,455	1,494	10,904	8,498	27,735	13,306	6,296	42,727	34,272	109,075
OTHER		552	341	2,401	1,401	5,845	1,769	1,248	8,197	4,594	19,312
Subtotal:-----		5,820	4,374	24,150	21,004	64,645	23,125	18,035	101,163	85,769	264,421
FILBERTS(AUG)	MT										
TURKEY		596	408	1,076	1,261	3,944	1,599	1,131	2,881	3,399	10,245
OTHER		10	29	35	46	77	43	49	146	110	300
Subtotal:-----		607	437	1,111	1,307	4,022	1,642	1,180	3,027	3,509	10,544
PECANS NSH(SEP)	MT										
MEXICO		4,537	497	7,799	1,214	12,772	12,246	831	19,856	1,912	33,861
OTHER		0	0	148	327	148	0	0	449	1,081	449
Subtotal:-----		4,537	497	7,947	1,541	12,920	12,246	831	20,305	2,992	34,310
WINES											
CHMP&SPRK WN(JAN)	KL										
EU		5,133	5,513	27,126	26,747	30,362	40,484	46,425	223,288	235,307	248,990
FRANCE		1,536	1,594	8,304	8,754	9,270	24,636	29,428	142,351	158,971	158,356
ITALY		1,954	2,270	10,972	10,461	12,155	9,102	9,715	49,552	45,906	54,544
OTHER		45	44	349	269	379	211	123	1,524	906	1,629
Subtotal:-----		5,177	5,557	27,476	27,015	30,742	40,695	46,548	224,812	236,212	250,618
FT&VERM WN(JAN)	KL										
EU		853	1,261	13,741	11,244	14,354	4,215	5,180	49,824	44,240	52,568
ITALY		238	691	8,304	6,339	8,526	442	1,689	20,376	15,272	20,846
SPAIN		344	329	3,695	2,953	3,917	1,455	1,337	16,719	13,372	17,585
PORTUGAL		170	140	983	1,141	1,082	1,703	1,762	8,897	11,792	10,008
OTHER		15	22	119	150	138	67	92	545	631	597
Subtotal:-----		868	1,282	13,861	11,393	14,493	4,282	5,273	50,369	44,871	53,165
OTH GP WINE(JAN)	KL										
EU		430	448	82,862	4,257	83,216	883	822	324,513	7,184	325,365
FRANCE		85	120	28,632	459	28,726	346	368	176,988	2,015	177,454
ITALY		254	240	41,844	3,079	41,996	431	308	111,499	4,154	111,738
OTHER		153	83	18,570	518	18,656	258	82	39,935	714	40,027
Subtotal:-----		584	530	101,432	4,776	101,873	1,141	904	364,448	7,899	365,392
OTH WN PROD(JAN)	KL										
JAPAN		213	149	2,214	2,060	2,381	640	415	6,401	6,225	6,900
EU		573	372	4,234	3,452	4,423	781	474	6,171	4,794	6,438
SPAIN		324	125	1,612	831	1,663	450	166	2,359	1,206	2,429
OTHER		115	179	722	2,958	787	178	268	1,361	4,601	1,530
Subtotal:-----		900	699	7,170	8,470	7,592	1,599	1,157	13,933	15,620	14,868
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	3,629	4,759	63,038	75,795	66,855
OTHER		0	0	0	0	0	1,495	1,895	22,105	25,391	23,586
Subtotal:-----		0	0	0	0	0	5,124	6,655	85,143	101,185	90,442
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	6,881	8,013	75,393	74,956	83,144
OTHER		0	0	0	0	0	175	144	2,791	1,954	2,964
Subtotal:-----		0	0	0	0	0	7,055	8,157	78,184	76,910	86,108

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Old Title	New Title
World Cocoa Situation	Cocoa: World Markets and Trade
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